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Website : www.influxhealthtech.com
CIN : U24299MH2020PLC346825

November 12, 2025

To,
Listing Department,
National Stock Exchange Limited
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (E),
Mumbai-400 051

Scrip Code – INFLUX

Dear Sir/Madam,

Sub.: Analyst/Institutional Investor Earnings Call Presentation.

Ref: Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In continuation with our intimation dated November 4, 2025 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing regulations"), we are attaching herewith the Investors Presentation.

The above information will be made available on the website of the Company i.e. www.influxhealthtech.com/investor-relations/

We request you to take the above information on record.

Thanking you,
For Influx Healthtech Limited,

Munir Abdul Ganee Chandniwala
Managing Director
DIN: 08459582



Influx[®]
HEALTHTECH LTD

INVESTOR PRESENTATION – H1 FY26 EARNINGS UPDATE



Agenda

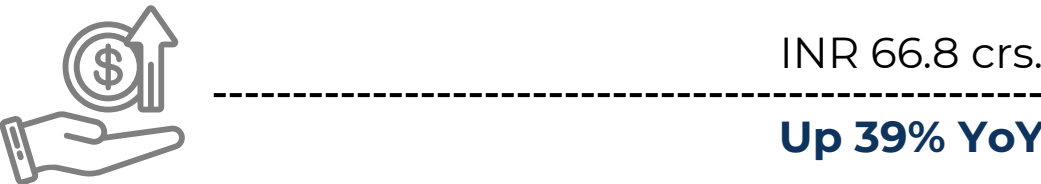
1. Performance update
2. About Influx Healthtech Limited
3. Competitive moats
4. Investment rationale
5. Historical business performance
6. Select financial statement data
7. Annexures

Executive Summary – H1 FY26



Revenue and profitability

Revenue from operations



EBIDTA



EBIDTA Margin



PAT

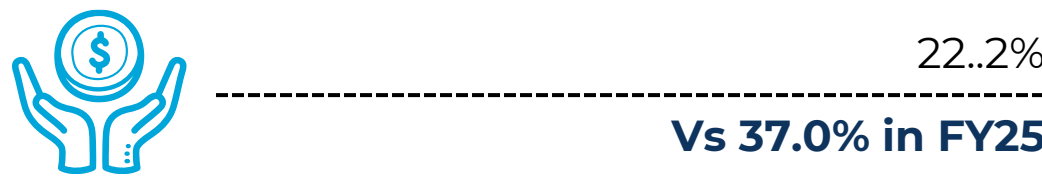


PAT Margin



Return and capital

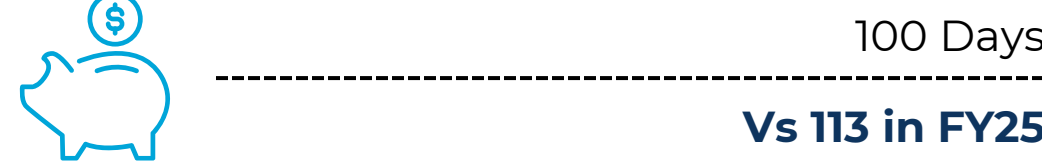
Return on equity (RoE)



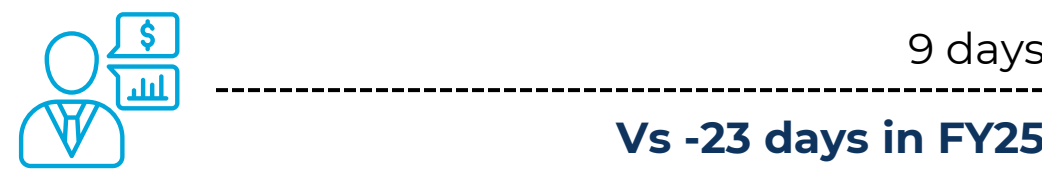
Return on capital employed (RoCE)



Debtor days



Cash conversion cycle



Asset turnover

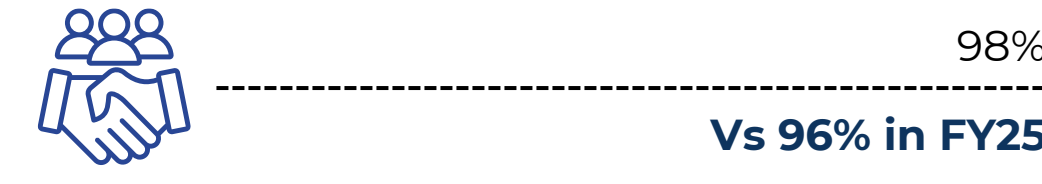


Presence and Capacity

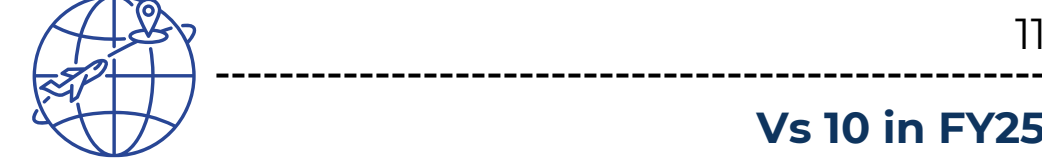
Product Range



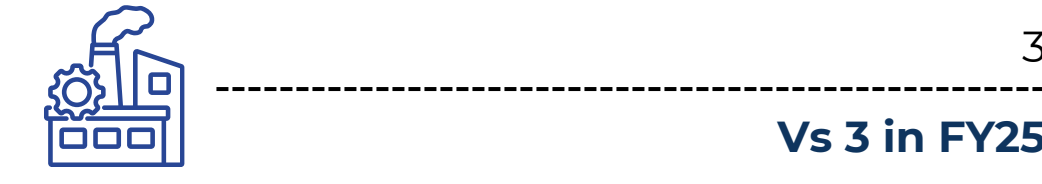
Client retention



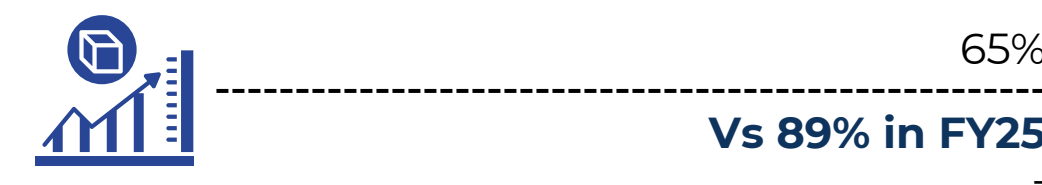
Export Countries



Manufacturing Units



Capacity Utilization



Note: H1 FY26 RoE and RoCE have been annualized



Business updates

- Commercialized below multi-line production facility in H1 FY26, through internal accruals:
 - **480 kg/day:** Tablet production | **24,000 bottles/shift:** Liquid production
 - **32,000 sachets/shift:** Sachet production | **10,000–15,000 bottles/day:** Tablet production
 - **1,22,000 capsules/hour:** Capsule production



Financial highlights

- Revenue grew by 39% YoY in H1 FY26 to INR 66.8 crores
- EBITDA grew by 61% YoY in H1 FY26 to INR 14.7 crores with margins at 22.0%
- **PAT grew by 78% YoY in H1 FY26** to INR 10.0 crores with margins at 15.0%
- Delivered the **highest half-yearly revenue, EBITDA and PAT**, demonstrating strong execution and expanding capacity



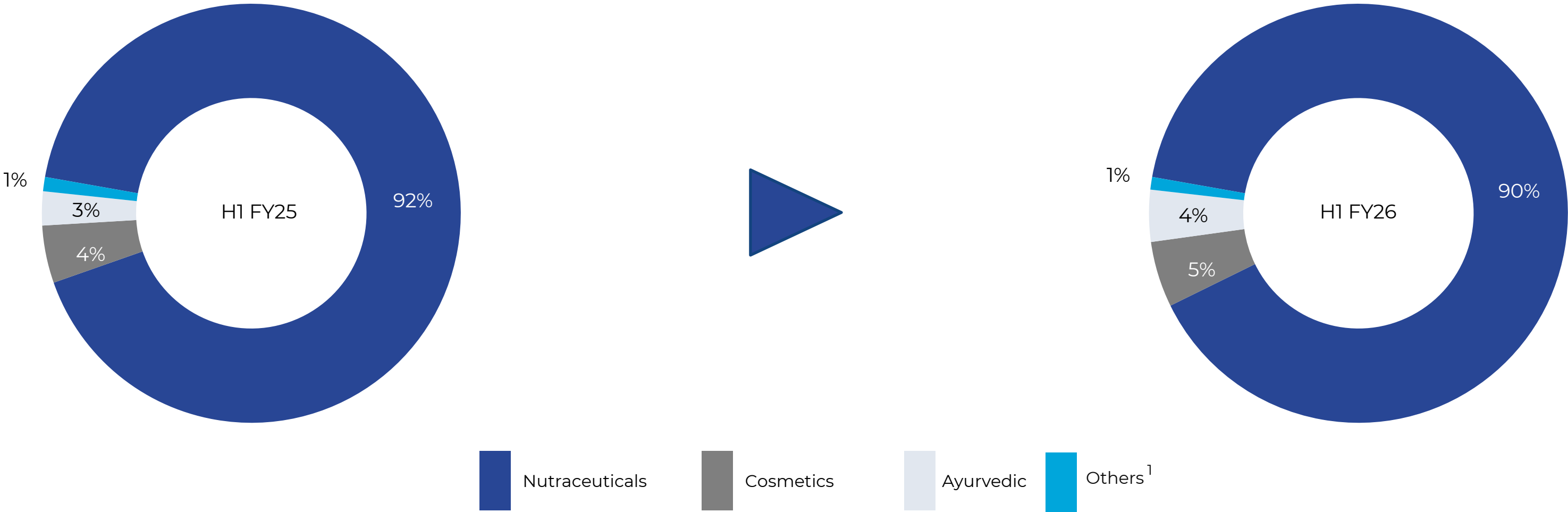
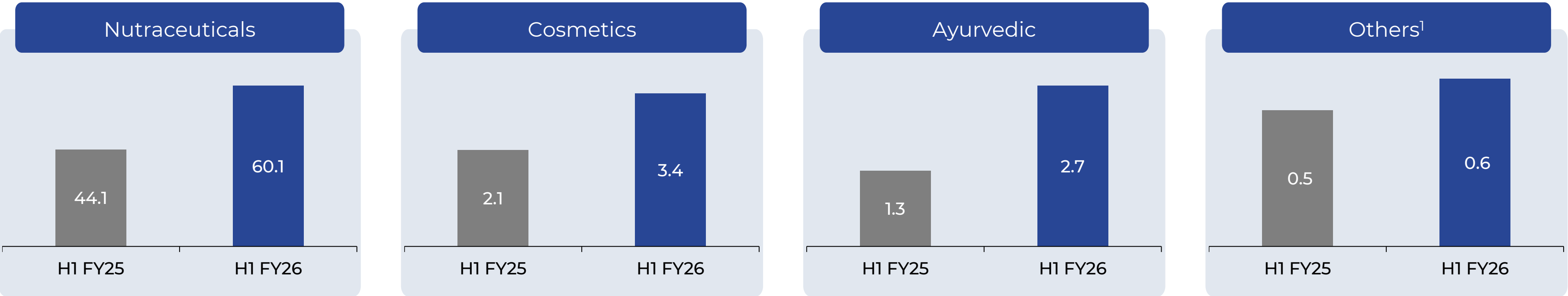
Management commentary

- Plan to use IPO proceeds to:
 - Commercialize **automated beverage line** and **high-capacity pet production line**
 - Setup **retort manufacturing system** and order **four-track ALU blister packaging machine** and **sachet card machine**
- Aim to **more than double our business by FY27** with similar margins

Revenue split across segments – H1 FY26



(₹ crores)



1. Others include veterinary and homecare

A large, colorful DNA double helix structure is positioned on the left side of the slide, winding upwards. The helix is composed of multiple strands in various colors including orange, yellow, green, blue, and purple. To the left of the helix, there is a molecular structure with various colored spheres (pink, yellow, green, blue) connected by lines, representing atoms and bonds. Another similar molecular structure is visible in the bottom right corner.

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1. Performance update
2. About Influx Healthtech Limited
3. Competitive moats
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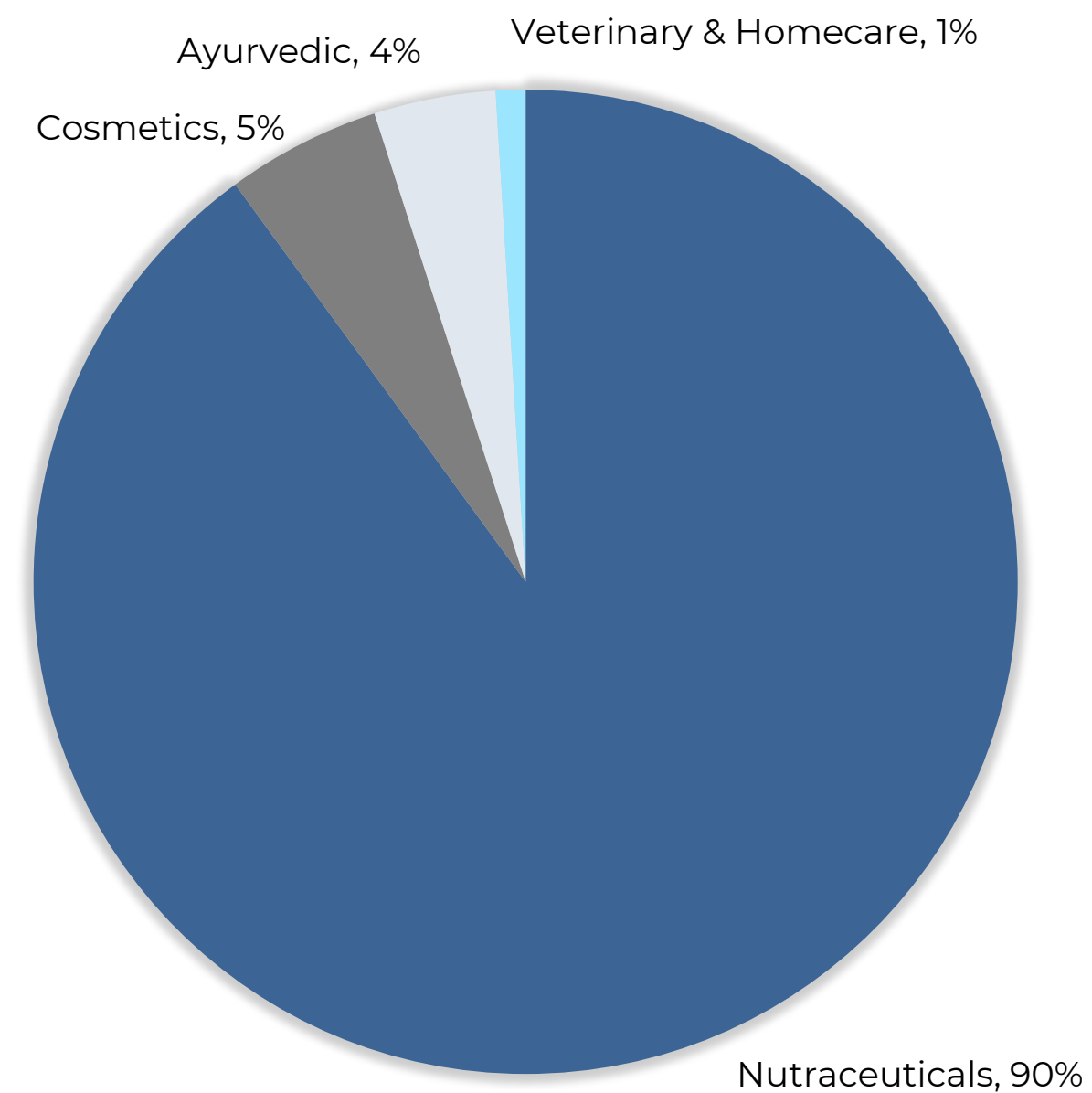
Formulation driven, brand focused healthcare company



About Influx Healthtech Limited

- Founded in 2020 by Dr. Munir Chandniwala, Influx Healthtech is a **contract development and manufacturing organization (CDMO)** specializing in **nutraceuticals, cosmetics, pet care, and homecare**
- The company has **diverse product expertise** across dietary & nutritional supplements, cosmetics, ayurvedic/herbal formulations, veterinary feed supplements, and homecare solutions
- Operates a comprehensive business model; **Provides end-to-end services**, spanning **product development, manufacturing, and regulatory support**, enabling clients to focus on core areas like formulation, discovery, and commercialization
- Caters to clients across the globe, including multinational corporations, high-growth D2C¹ brands, and niche healthcare providers
- **Manufacturing footprint: 3 facilities** in Palghar, Maharashtra
- Certified to GMP, HACCP, Halal standards, ISO 22000:2018, ISO 14001:2015, NSF and FDA for products from the Food & Drugs Administration
- Listed on NSE Emerge in June 2025; Raised ₹48 crores² via public offering

Revenue Mix – H1 FY26 (%)



22+

Years of legacy in CDMO

3,500+

Products

160+

People

03

Manufacturing units

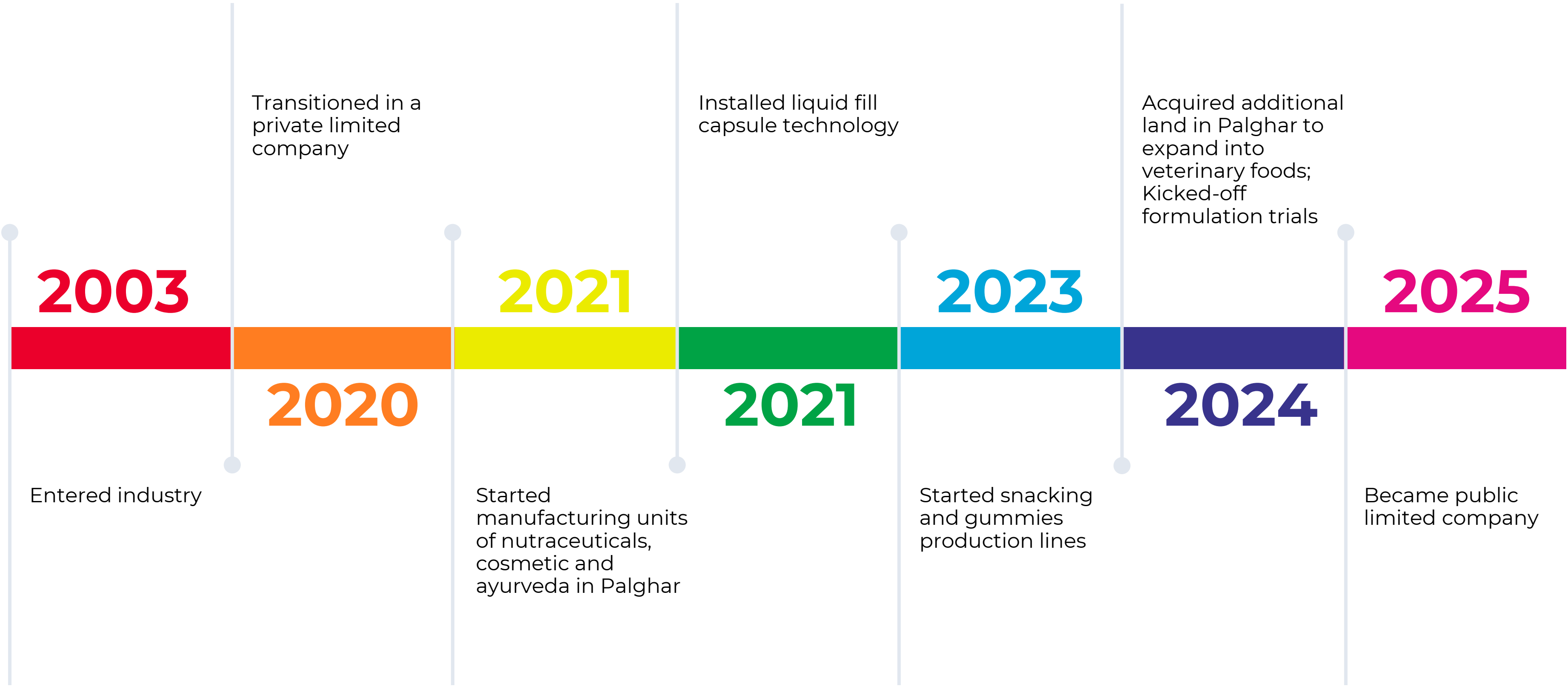
105 Cr.

FY25 Revenue

19.6%

FY25 EBIDTA margin

Strategic milestones





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Well-diversified product portfolio



Formulation driven innovation



Robust and integrated business model



Strong clientele across geographies and industries



Capacity expansion for sustained growth

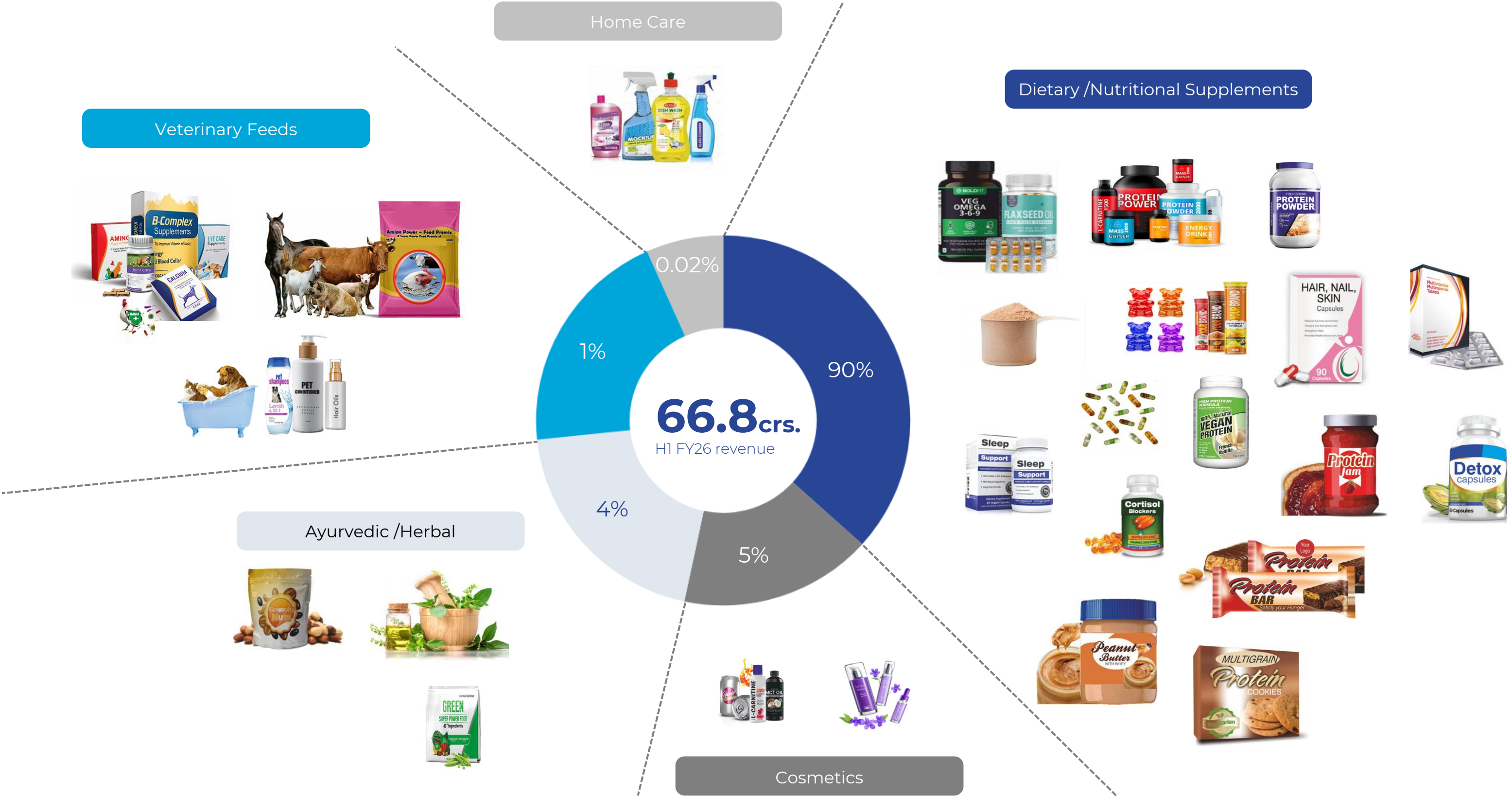


Industry leading certification & compliance systems



Passionate and purpose-driven team

Well-diversified product portfolio



Our product lines reflect our dedication to bringing cutting edge, science-backed health solutions to consumers

Note: Chart is not to scale

Actively focused on expanding our product portfolio



2021

- Nutritional gummies
- Liquid fill capsules
- Vegan protein bars
- Vegan powders range



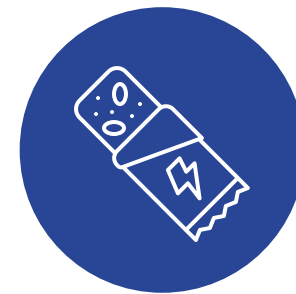
2022

- Effervescent tablets
- Waterless sunscreen
- Dry shampoos



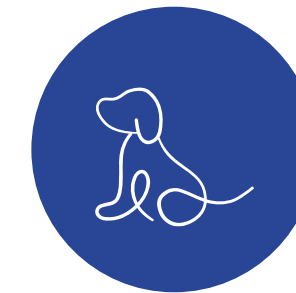
2023

- Wafer protein bars
- Peanut butter bar
- Pet floor cleanser
- Face mask



2024

- Ayurvedic gummies
- Oral dissolving powder
- Pet food for dogs
- Nutrition toppers for pets
- Popped chips



2025

- Pet food for cats
- Nutritional oral gel





In-house F&D unit: Key driver in creating innovative, market-ready solutions

- Provide development services including formulation development, process development and analytical development
- **In-house formulation & development (F&D) team** focused on creating new formulations based on current health trends, global product approvals, and opportunities in respective sectors
- **Operate a dedicated F&D unit** and have a team of **8 F&D professionals** with diverse set of qualifications across our businesses
 - Responsible for design, development, and optimization of product formulations
 - Evaluates product feasibility, estimates costs, and refines formulations to align with client expectations and market trends

 **3,700+**
Products

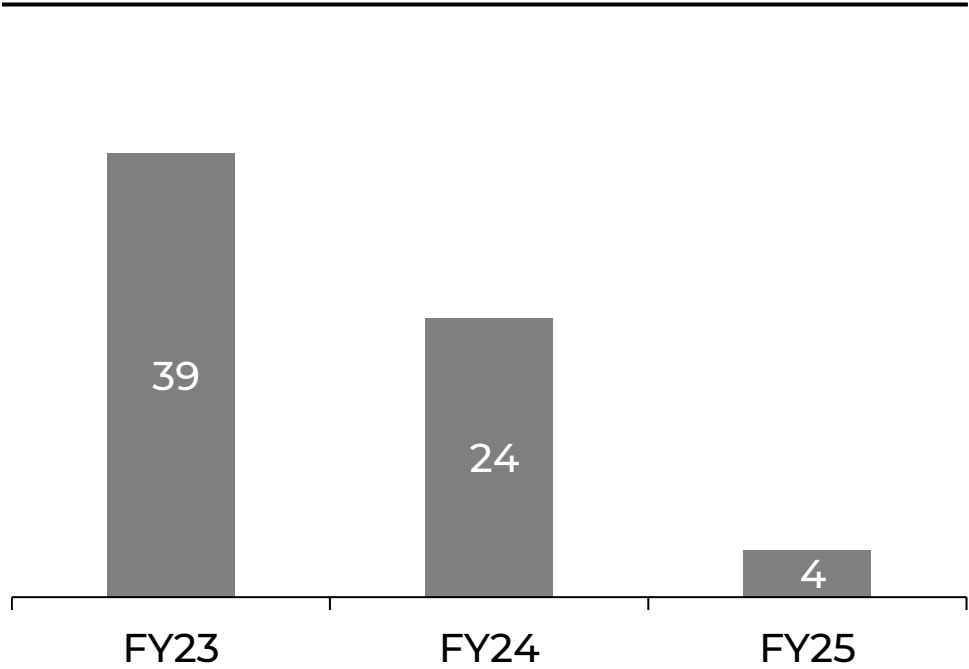
 **550+**
Customers

 **8**
Employees in F&D Team

 **1**
F&D Unit

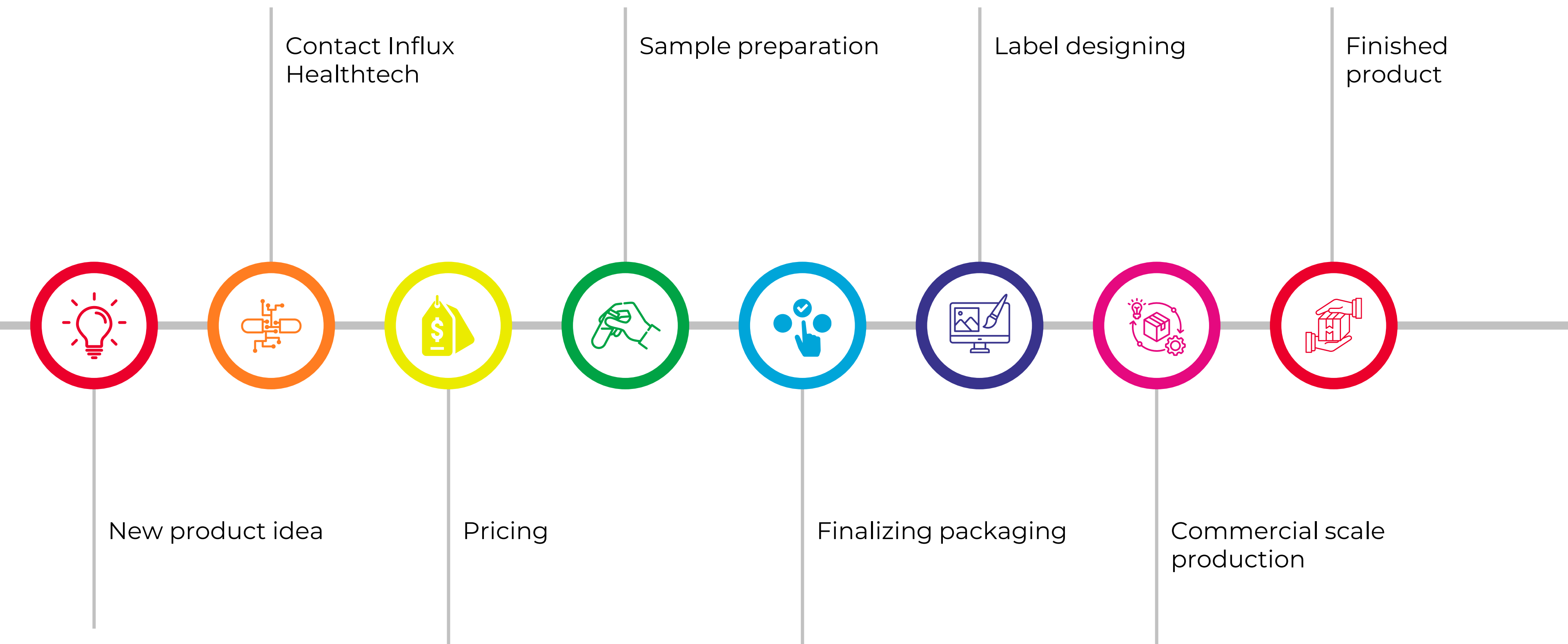


F&D investment (₹ lakhs)



F&D team evaluates existing products & their dosages, develops new formulations, & introduces variations in existing products which are then commercially launched

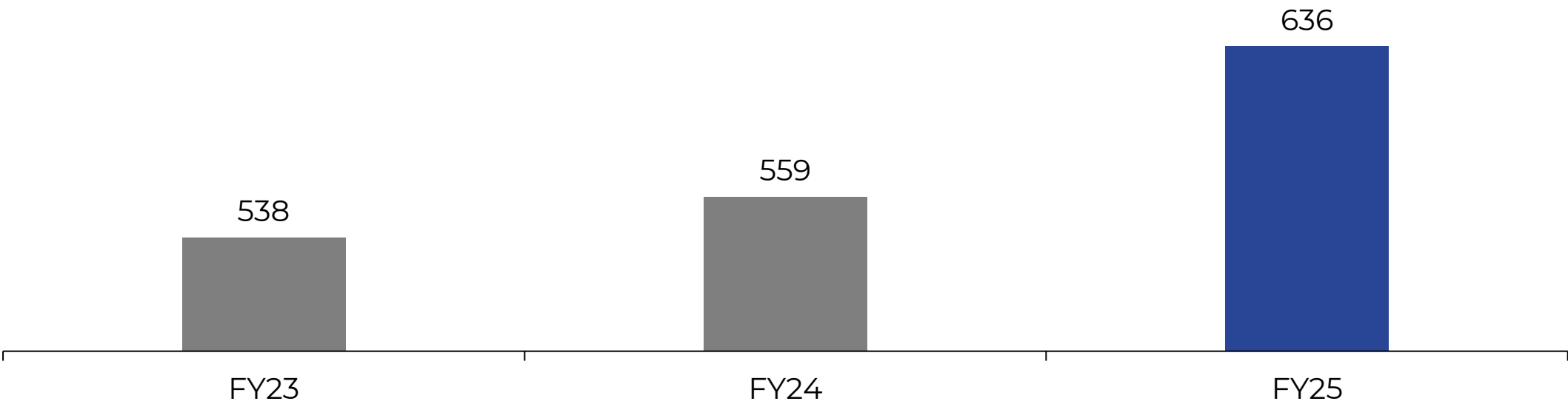
Supporting clients across all stages of development and manufacturing



Strong clientele across geographies and industries



Number of clients



Develop reliable, palatable formulations that ensure consumer acceptance and long-term client success



Work closely with clients to refine formulations for feasibility, cost efficiency, and market relevance



Collaborate with clients to deliver high-quality bespoke products across segments to create lasting value and enduring partnerships

Marquee clients



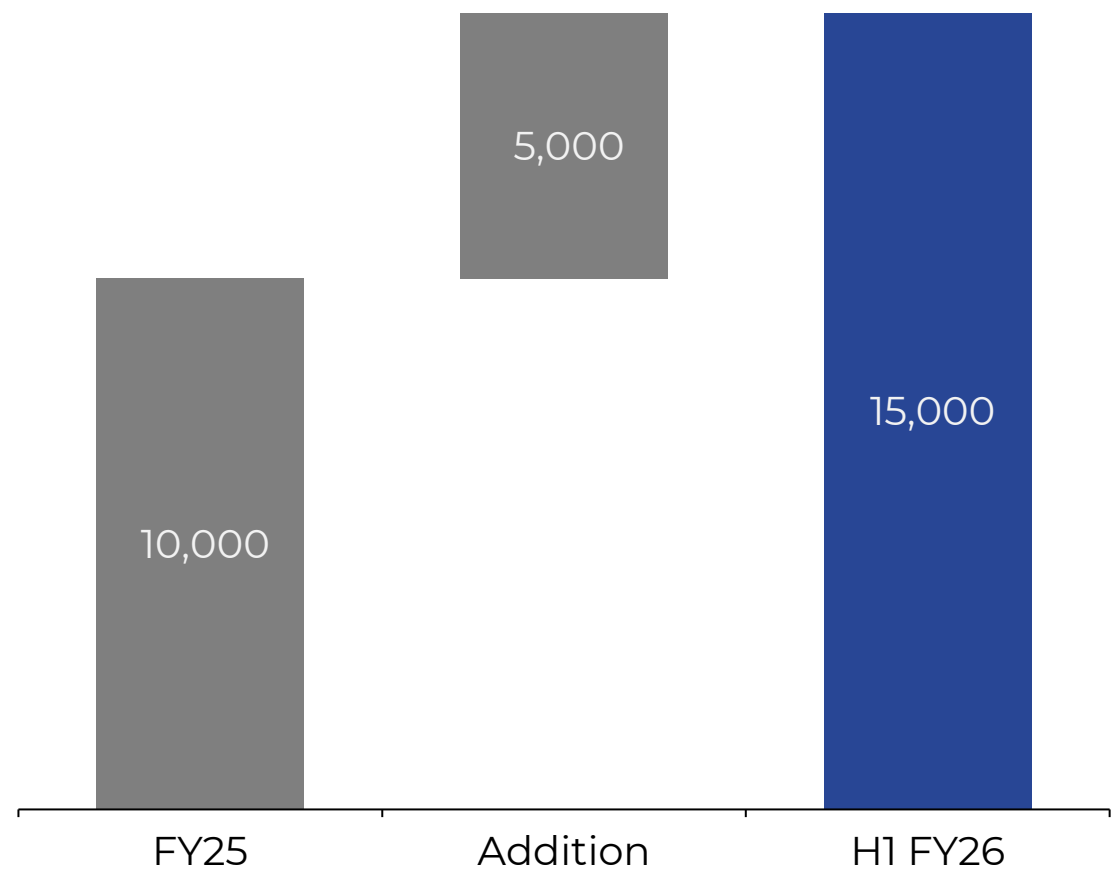
Positioned ourselves to navigate economic fluctuations, slowdowns in any single sector and shifts in consumer trends

Capacity expansion for sustained growth



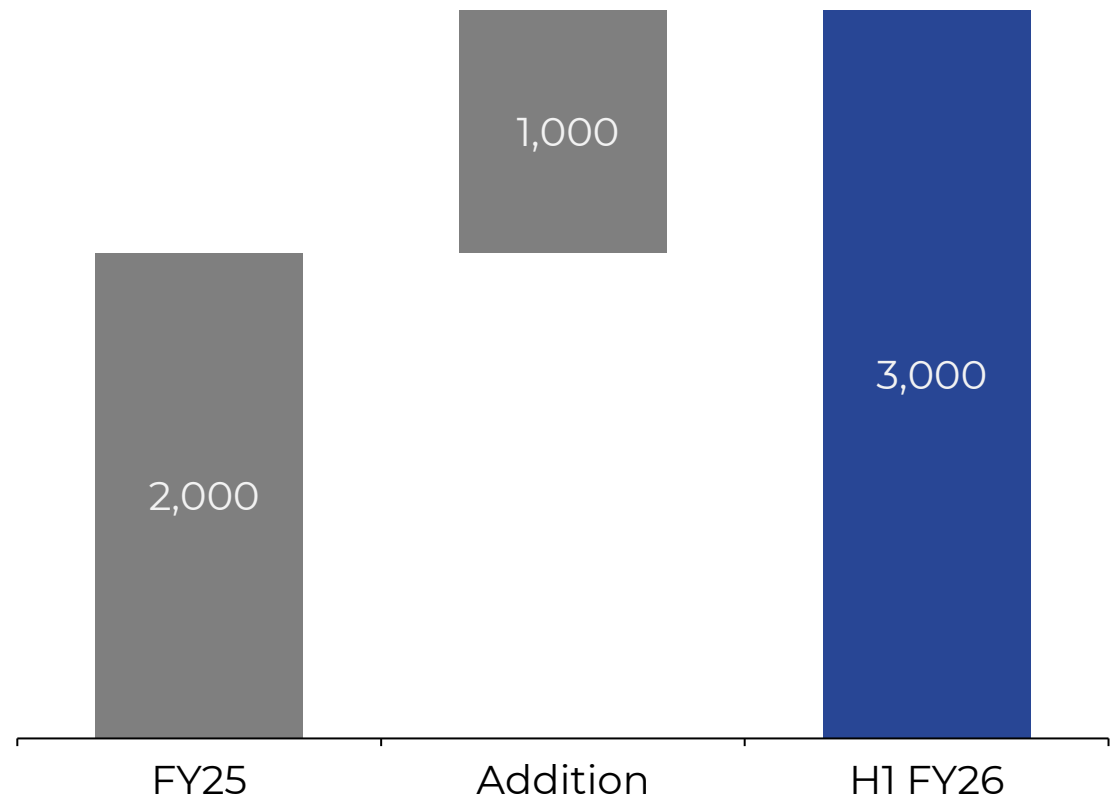
Nutraceuticals

Capacity utilization: 65%



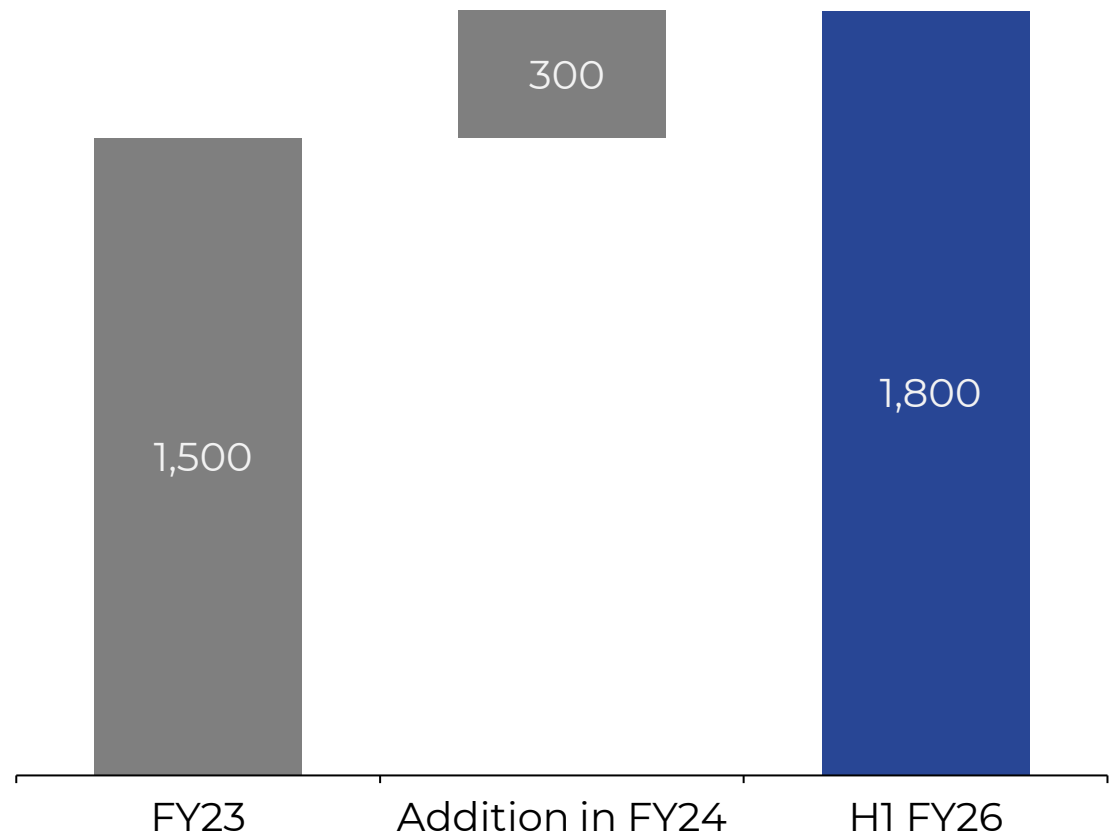
Cosmetics & ayurvedic

Capacity utilization: 60%



Pet supplements & homecare

Capacity utilization: 75%



- Expanded capacity by 25-30% before the utilization of IPO proceeds

Planned capacity expansion from utilization of IPO proceeds

- Invest ₹ 23 crores for establishing a manufacturing facility under the nutraceutical division on 3,204 mt² site
- Deploy ₹ 12 crores for setting up a manufacturing facility under the veterinary food division on 1,350 mt² site
- Incur capital expenditure of ₹ 3 crores for procuring machinery to enhance manufacturing capacity in homecare & cosmetic divisions

Expect to increase capacity by 2.5x post utilization of IPO proceeds

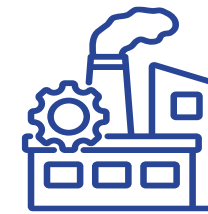
Note: Installed capacity per day (Kg) | Capacity utilization is as of H1 FY26

Massive increase in output post commissioning of our new capacity



Capacities commercialized in H1 FY26, through internal accruals

Multi-line production



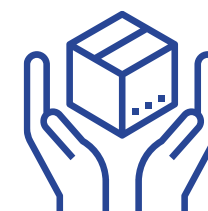
- **480 kg/day:** Tablet production
- **24,000 bottles/shift:** Liquid production
- **32,000 sachets/shift:** Sachet production
- Total investment: **₹1.9 crores**

Tablet manufacturing



- **10,000–15,000 bottles/day**
- Total investment: **₹0.6 crores**

Capsule manufacturing

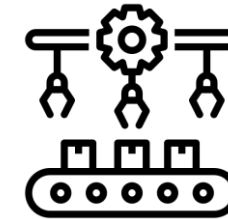


- **1,22,000 capsules/hour**
- Total investment: **~₹0.3 crores**



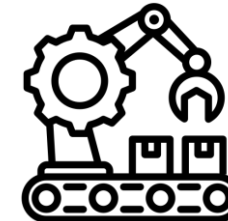
Machinery ordered | Funded via IPO proceeds

Automated beverage manufacturing line



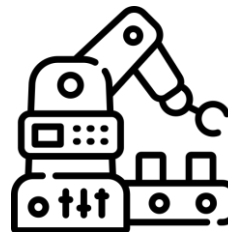
- **Capacity:** 10,000 bottles/hour
- Supports both carbonated and non-carbonated beverage formats

Sachet card machine (Single-dose innovation)



- **Feature:** Advanced single-dose packaging technology
- First-of-its-kind solution tailored for Indian market needs

Retort manufacturing system



- **Capability:** Enables production of protein shakes and multiple ready-to-drink formats
- Expands product portfolio into high-growth nutrition and convenience categories

High-capacity pet food production line



- **Throughput:** 1,000 kg/hour
- Enhances production capacity **~8x**

Four-track ALU blister packaging machine



- **Output Gain:** Increases blistering capacity by 30%
- Improves productivity and reduces packaging cycle time

Industry leading certification and compliance systems



Industry leading certifications and accreditations enhancing our ability to further revenue growth



Adherence to high quality standards



Prevents unsafe food from reaching consumers



Reduces risks like contamination, errors, or unsafe products



Builds trust with customers and regulators by showing strong food safety controls



Halal certification aids in expanding market access & building consumer trust



Legally allows products to be sold in the U.S. market



Shows commitment to sustainability & eco-friendly practices



2015

Best Nutraceutical Company of the Year 2015 in 3rd Party Manufacturing in Western India Recognised by CIMS Medica Indian Pharma Expo

2016

Best Sports Supplement Manufacturing Company of the Year 2016 in 3rd Party Manufacturing in Western India Recognised by CIMS Medica Indian Pharma Expo

2016

Best Sports Supplement Manufacturing Company of the Year 2016 in 3rd Party Manufacturing in Western India Recognised by World Health & Wellness Congress

2018

Innovative Nutraceuticals of the Year, 2018. Recognized by Nutrition and Wellness Conference & Award

2025

Grade A+ Exemplar Certification, 2025. Certified by Astraleus Services Private Limited.

Passionate and purpose-driven team



Dr. M.A. Chandniwala
(MD & Chairman)
Industry experience: **22+ years**

- Phd in HR, MPhil, Diploma in Nutrition
- Post graduate degree in Management and Business & Bachelor of Pharmacy from the University of Pune
- Pharmacist with the Maharashtra State Pharmacy Council
- Leads business development and daily operations



Mrs. Shirin Chandniwala
Whole-time Director
Industry experience: **12+ years**

- Bachelor of Commerce (BCom) & Master of Commerce (MCom)
- Drives financial management, data analysis, and budget oversight
- Integral part of the company since inception.
- Proven leadership with strong leadership & execution capabilities



Dr. A.A. Chandniwala
Director
Industry experience: **40+ years**

- Diploma of Licentiate of the Court of Examiners of Homeopathic and Biochemic Systems of Medicine
- Certificate course in Modern Pharmacology
- Drives strategic growth and operational excellence



Dr. Vipul Patel
Independent Director
Industry experience: **26+ years**

- MD in Pathology and also holds an MBBS; Member of Maharashtra Medical Council
- Provides independent view on business plans, mergers, acquisitions, & major investments
- Identify, evaluate, and monitor risks to the company's operations



Mr. Ashok Kumar Jain
Independent Director
Industry experience: **30+ years**

- Member of ICAI. >30 years of experience in financial management, strategic planning, & market analysis
- Contributes to shaping the company's financial strategies & long-term planning
- Ensure proper financial reporting & adherence to legal requirements



Agenda

1. Executive summary
2. About Influx Healthtech Limited
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Diversified Product Portfolio

Multi-nutritional tablets, dietary supplements, ayurvedic products, oral dispersible films, gummy candies, ice candies, and a range of innovative wellness solutions



Wide-Ranging Client Base

A strong presence across cosmetics, pharmaceuticals, and homecare sectors, hence minimizing dependency on any single industry



Advanced Formulation Development

Specializes in formulation development to deliver market-ready solutions



Robust Quality Assurance

Maintain uncompromising quality standards through a stringent quality control framework implemented at every stage of the manufacturing process



Proven Leadership Team

Led by Mr. Munir Chandiniwala and Ms. Shirin Chandiniwala, with a shared vision for growth, quality, and patient-centric care, complemented by the expertise of Mr. Abdul Chandiniwala



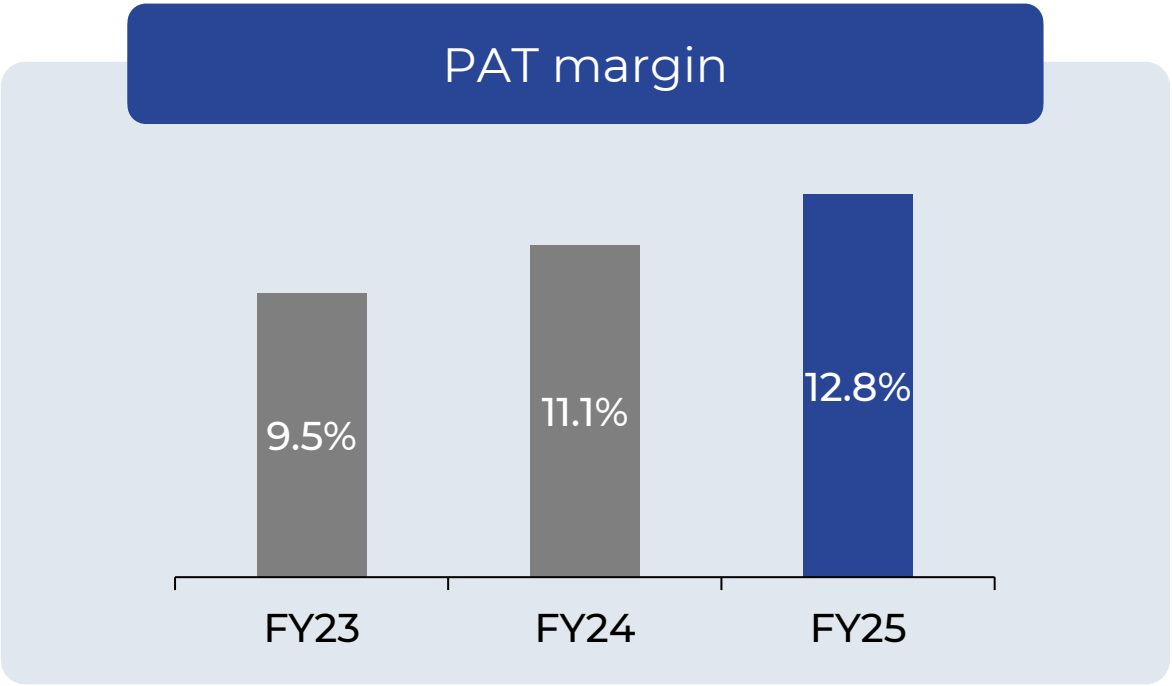
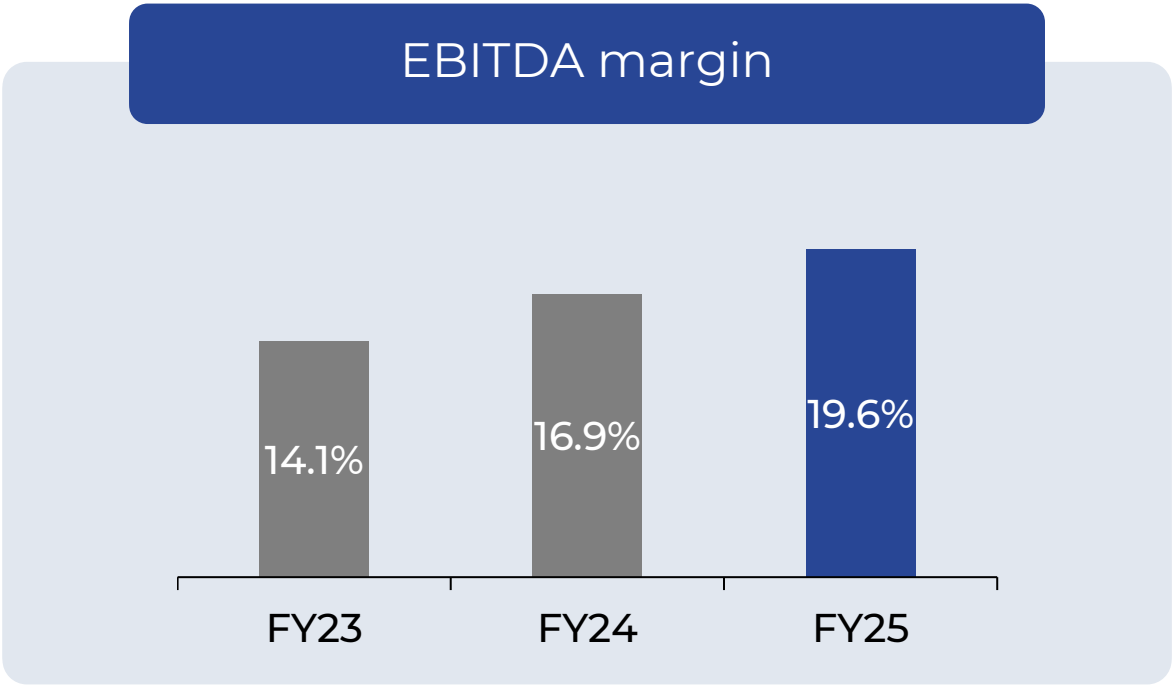
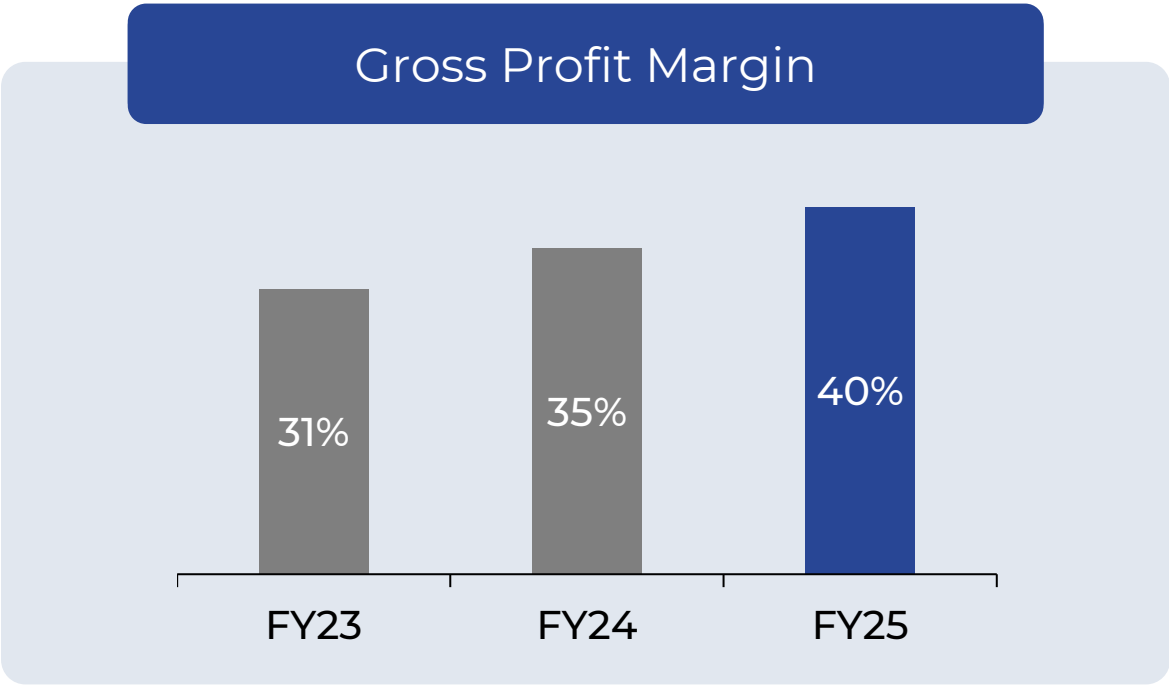
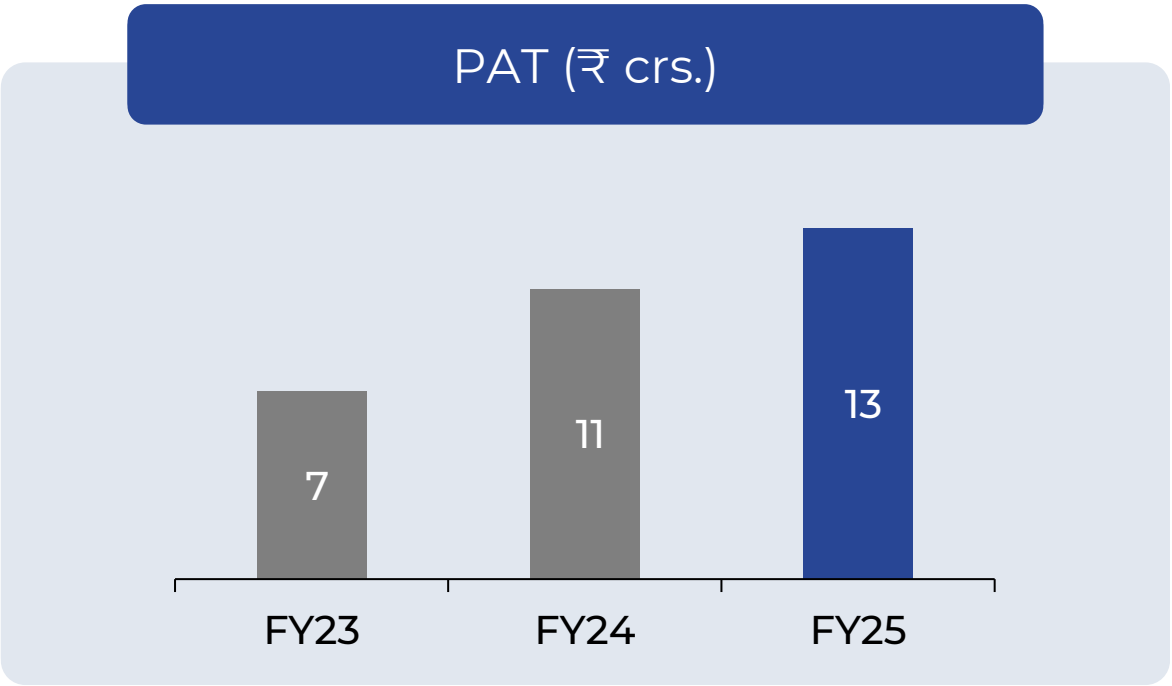
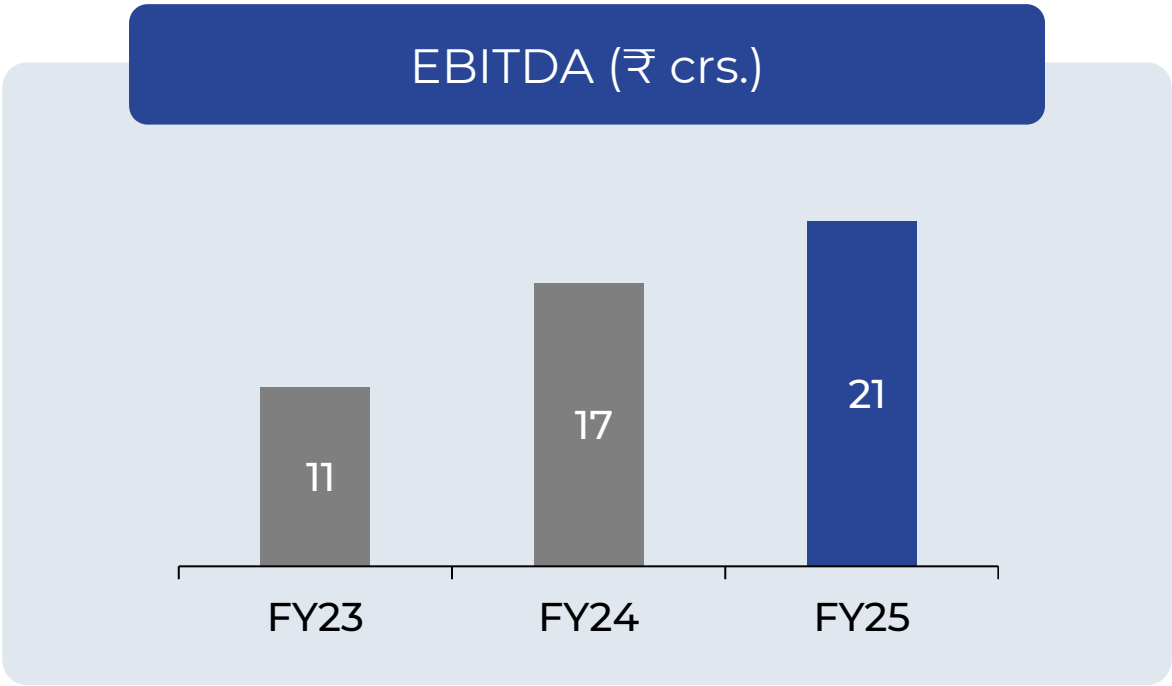
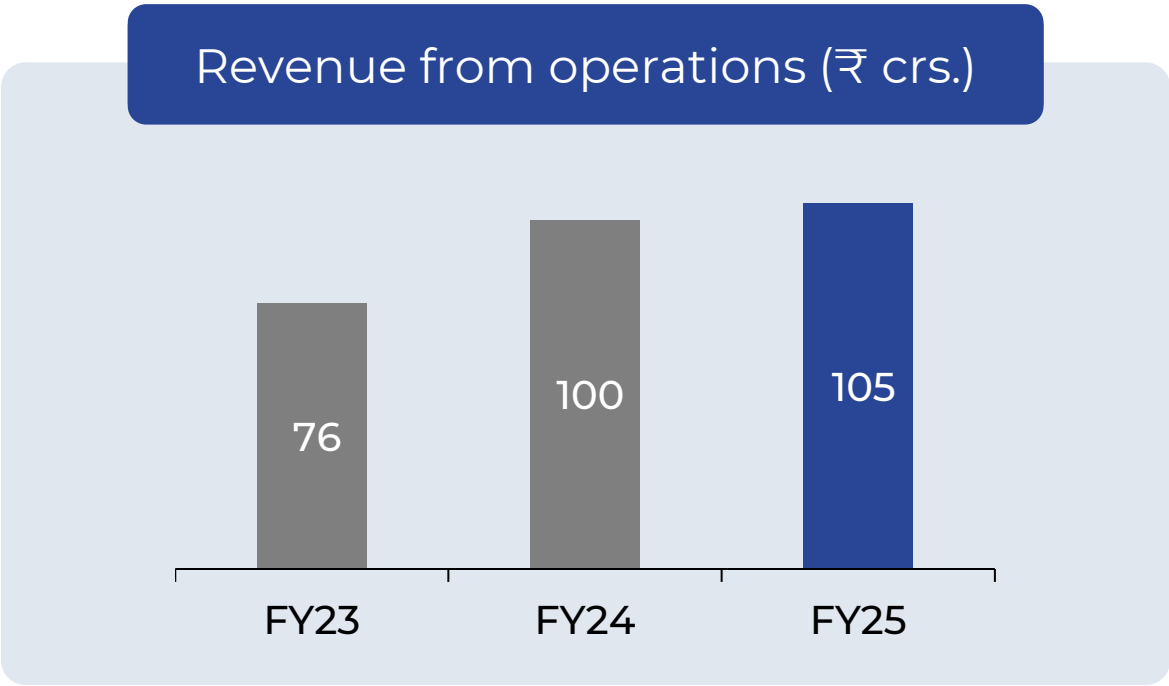
Industry Leading Certification

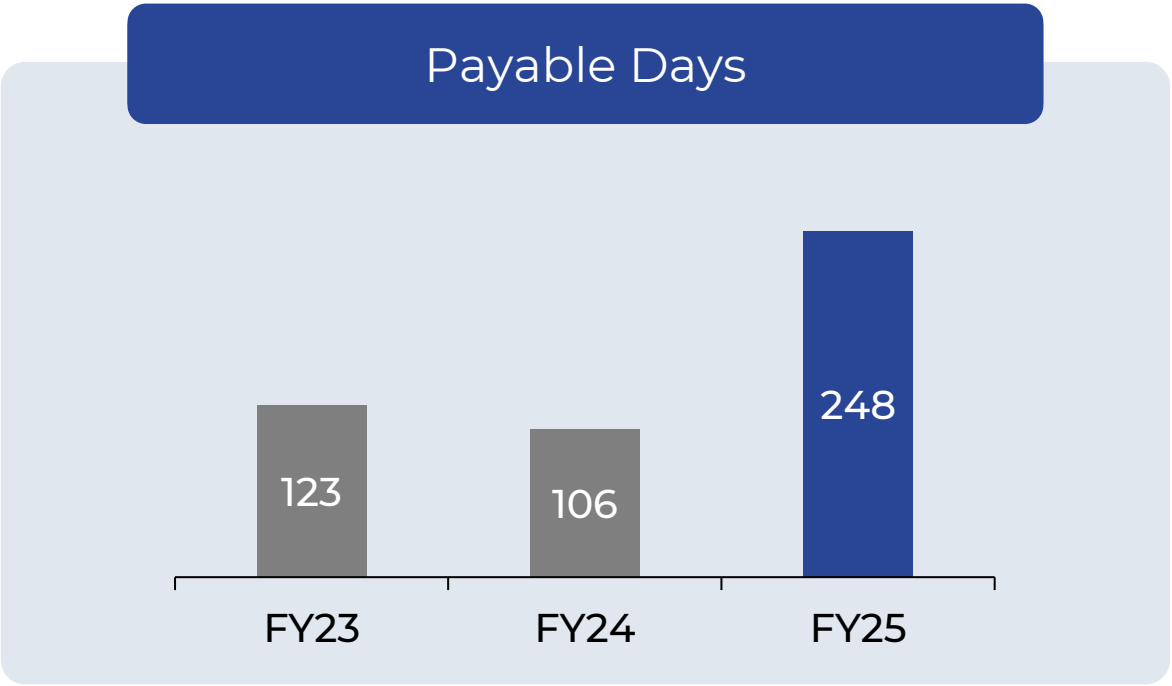
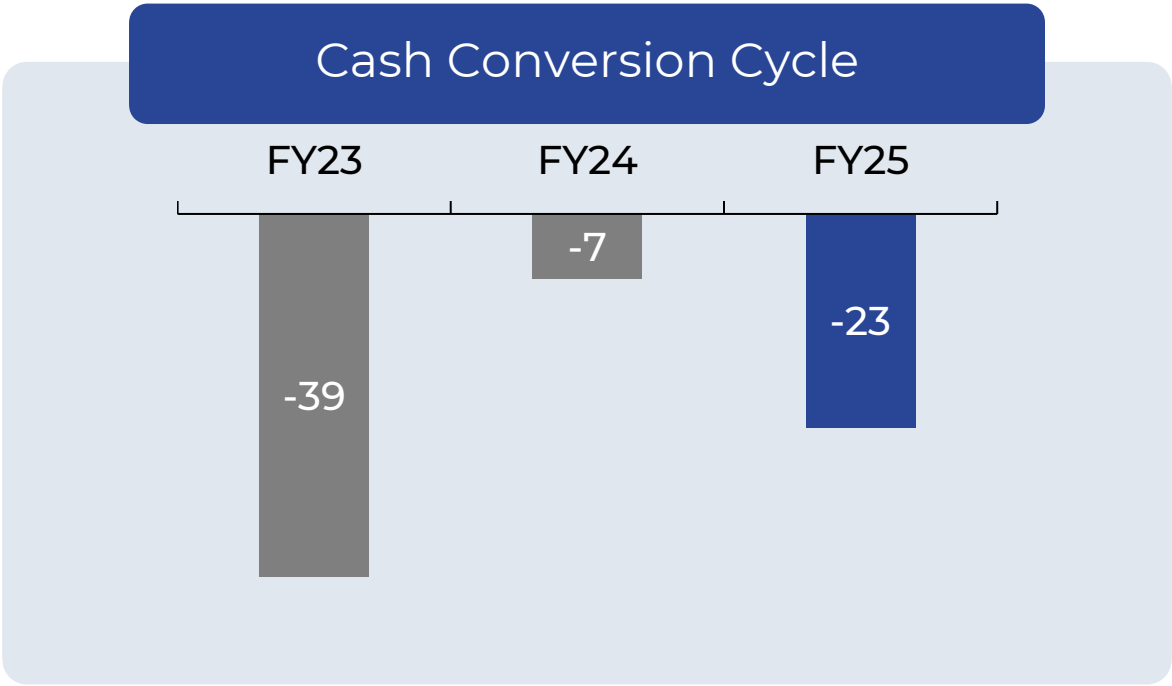
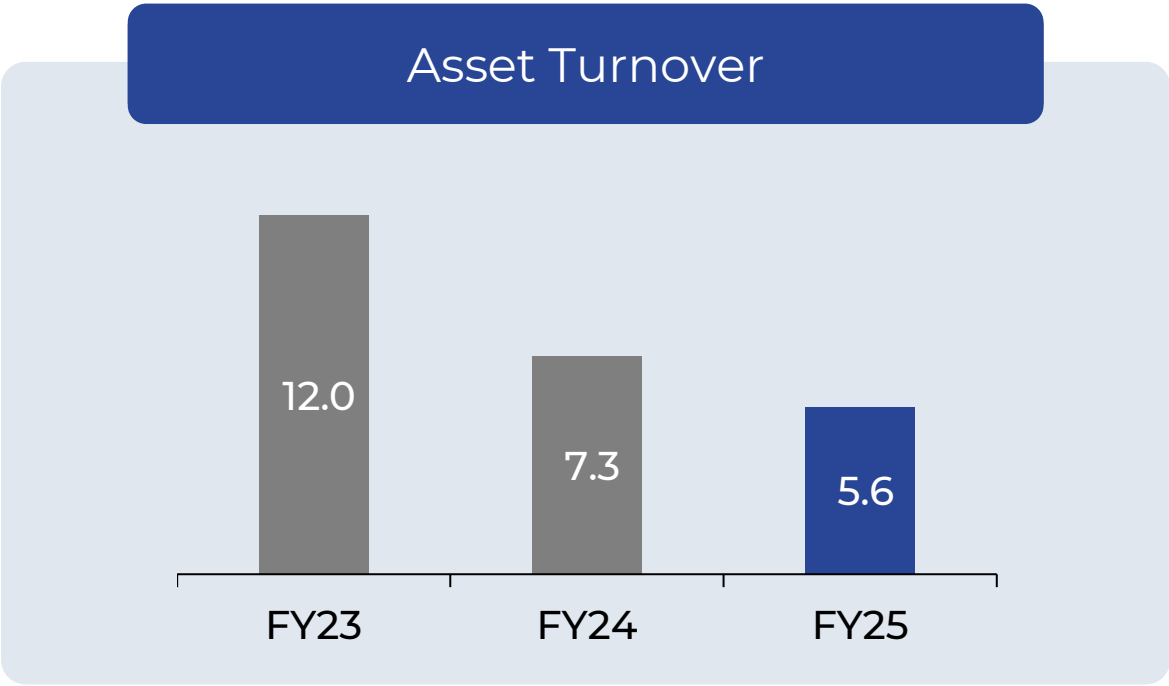
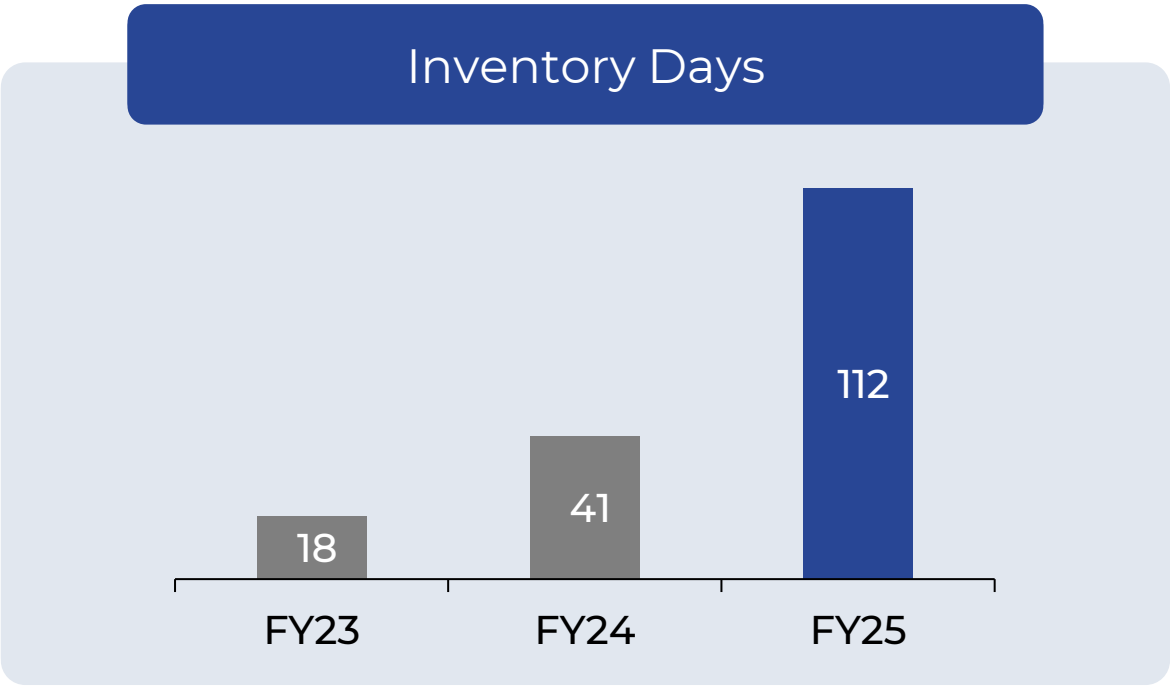
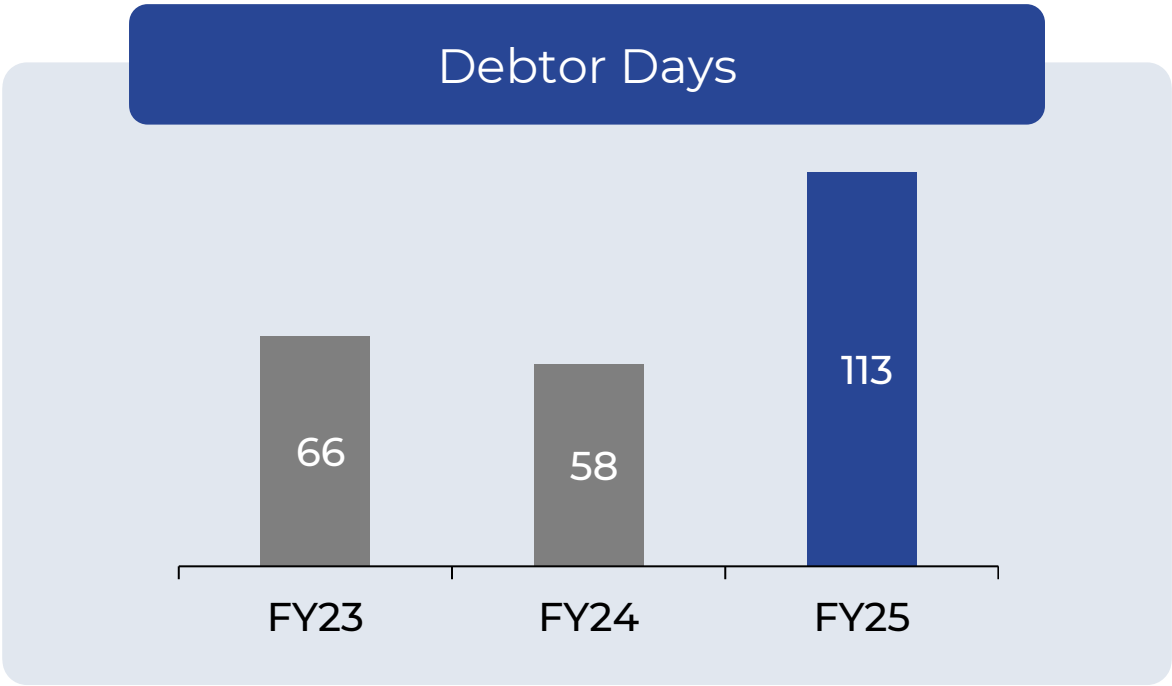
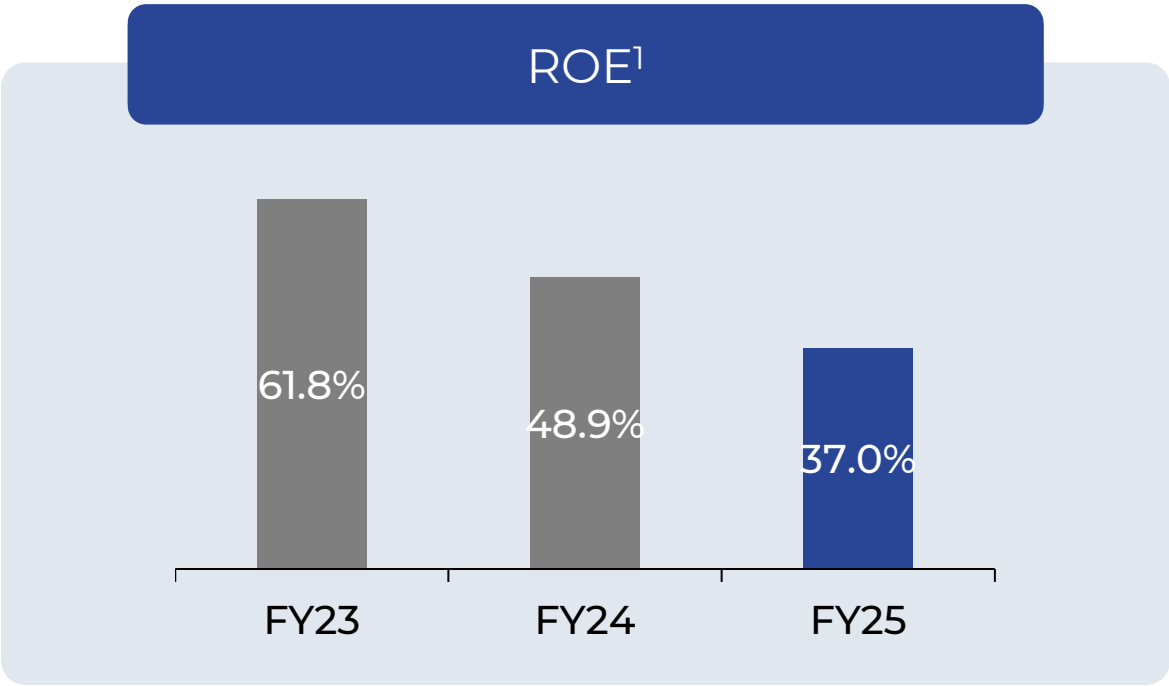
GMP Certificate, HACCP (Hazard Analysis & Critical Control Points) Certificate, HALAL Certification, ISO 22000: 2018 Food Safety Management Systems, NSF certification and US FDA Registration for Food Products



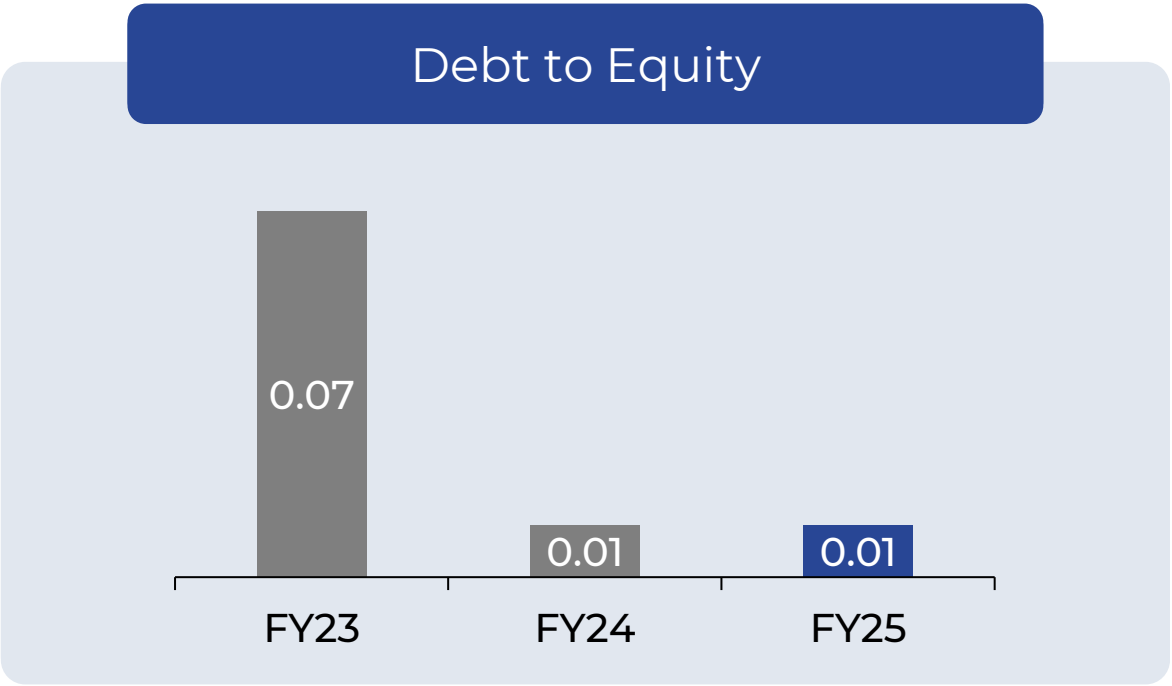
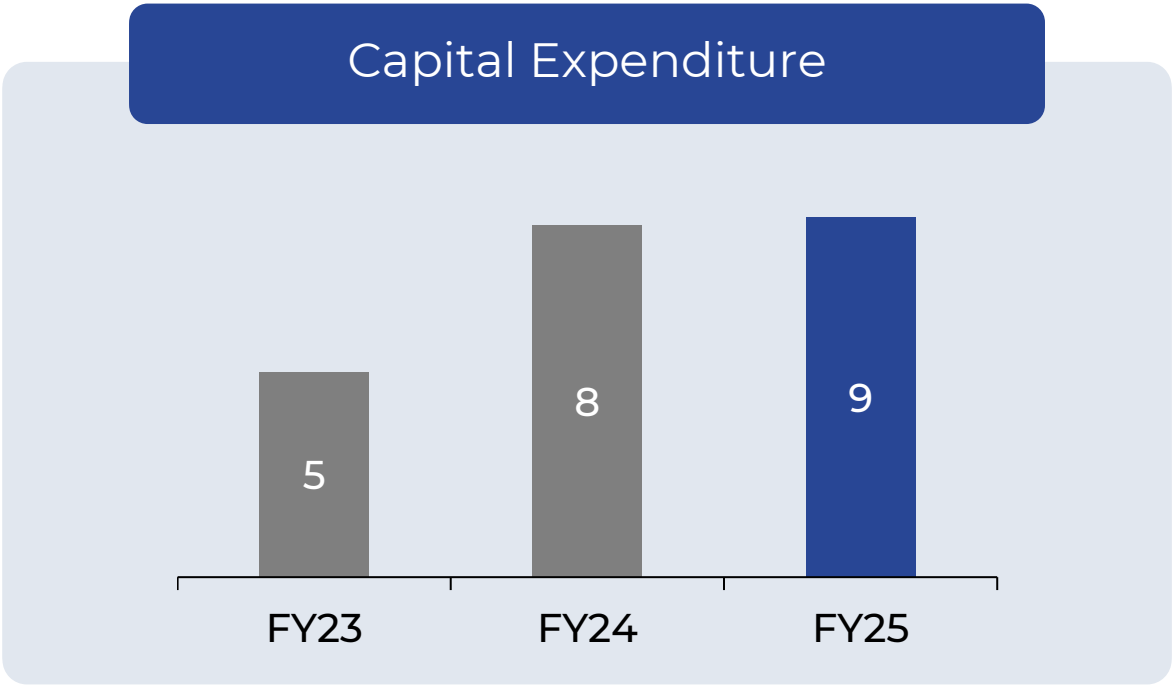
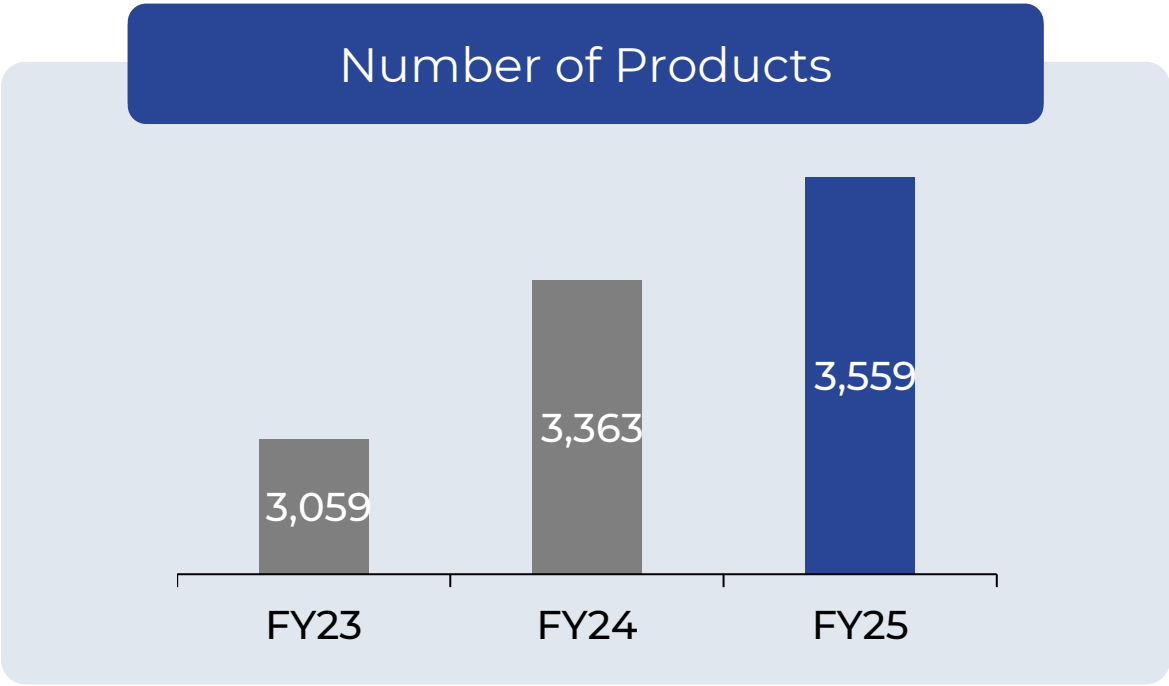
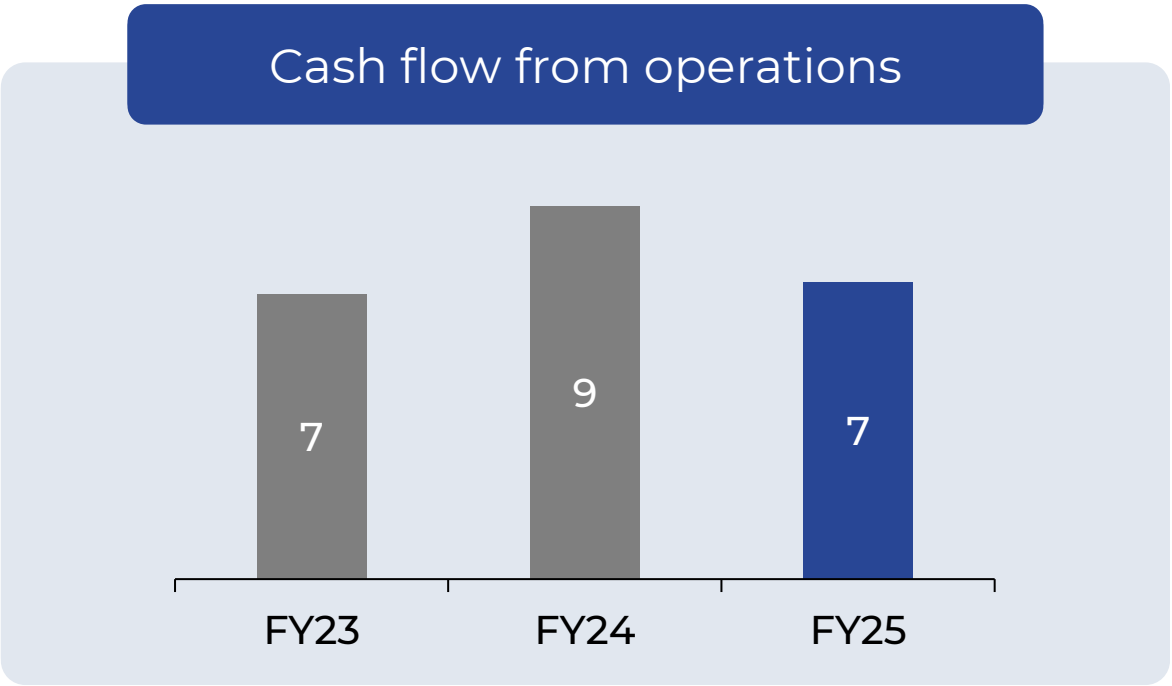
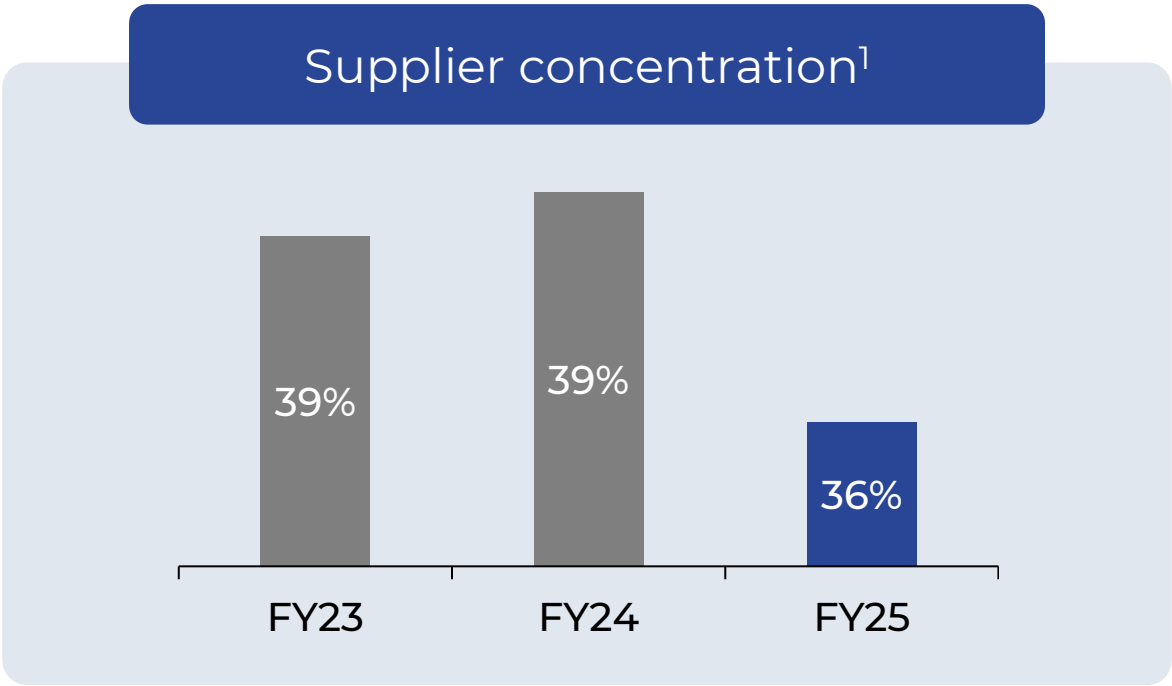
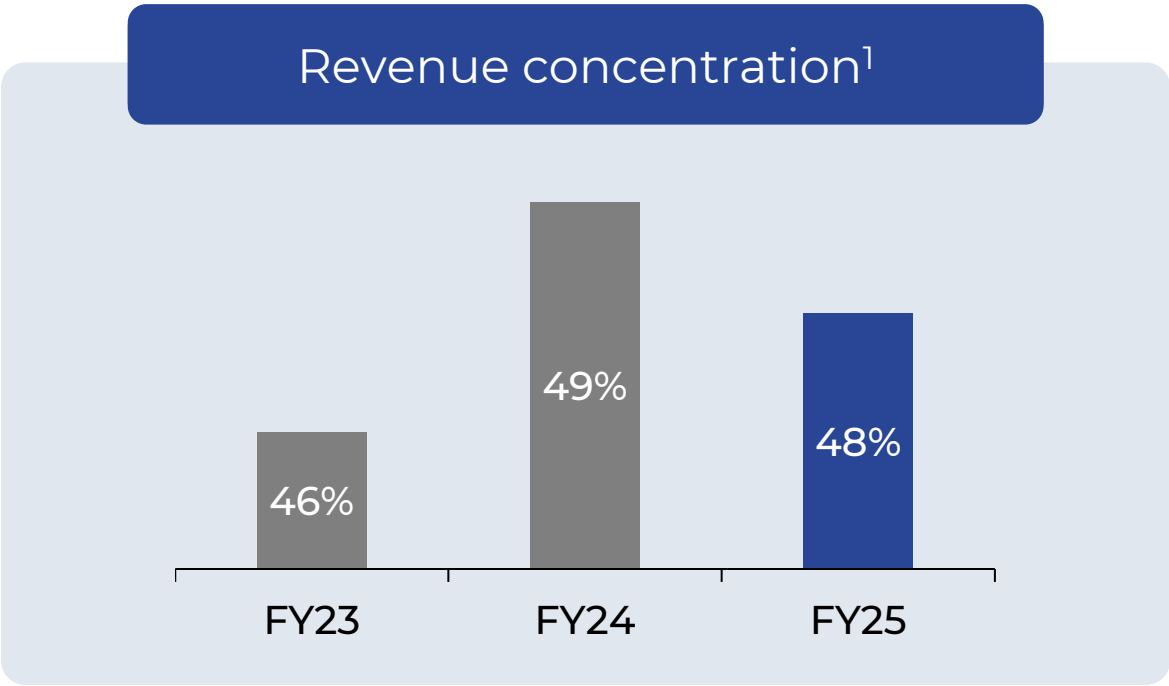
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1. Return on equity



1. Contribution from top10 clients/suppliers



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Income statement



₹ crores unless otherwise mentioned			
Particulars	H1 FY25	H1 FY26	YoY change (%)
Revenue from operations	48.1	66.8	39%
Cost of materials consumed including finished goods and WIP	29.7	37.5	26%
Employee benefits expense	3.9	5.1	30%
Other expenses	5.3	9.5	78%
Total operating expenses	57.3	81.3	42%
EBIDTA	9.1	14.7	61%
EBIDTA Margin	18.9%	22.0%	302 bps
Other income	0.0	0.1	N/A
Finance costs	0.2	0.0	N/A
Depreciation & amortization	1.3	1.7	33%
Profit before tax	7.7	13.1	70%
Tax expenses	2.1	3.1	47%
Profit after tax	5.6	10.0	78%
PAT Margin	11.7%	15.0%	329 bps
EPS (₹)	3.1	4.8	55%

Balance Sheet



₹ crores unless otherwise mentioned			
Assets	FY24	FY25	H1 FY26
PPE and intangible assets	13.7	18.8	24.2
Capital work-in-progress	0.0	0.0	0.6
Non-current assets	1.7	2.5	6.2
Cash and cash equivalents	3.6	1.9	2.9
Current investments	0.0	0.0	33.7
Short term loans and advances	0.7	0.8	1.1
Trade receivables	15.9	32.4	34.1
Inventories	5.5	13.2	10.6
Other current assets	0.0	0.7	0.2
Total	41.1	70.3	113.5
Equity and Liabilities	FY25	FY25	H1 FY26
Equity capital and reserves	22.8	36.1	90.2
Borrowings	0.3	0.2	0.0
Non-current liabilities	0.3	0.2	0.0
Trade payables	14.0	29.4	19.3
Other current liabilities	3.7	4.3	4.0
Total	41.1	70.3	113.5

Cashflow statement



₹ crores unless otherwise mentioned			
Cashflow from operating activities	FY24	FY25	H1 FY26
Net Profit before tax & extraordinary items	14.9	17.9	13.1
Depreciation & amortization expenses	1.9	2.8	1.7
Other adjustment	0.4	0.0	0.4
Trade receivables	-2.3	-16.6	-2.1
Trade payables	0.5	15.4	-10.1
Loans and advances	0.0	-0.1	-0.4
Inventories	-3.5	-7.8	2.6
Tax paid	-3.8	-4.5	-3.5
Other WC adjustment	0.8	-0.1	-0.4
Net cash generated from operating activities	8.9	7.1	1.2
Cashflow from investing activities			
Purchase of PPE and intangible assets	-8.4	-8.2	-11.7
Other investment activities	0.0	-0.4	-33.1
Net cash used in investing activities	-8.4	-8.6	-44.8
Cashflow from financing activities			
(Repayment)/Proceeds of borrowings	-0.5	0.0	-0.2
Interest expenses & other finance cost	-0.1	-0.1	0.0
Proceeds from IPO (Net of Issue Expense)	0.0	0.0	44.8
Net cash generated from financing activities	-0.5	-0.1	44.5
Net Increase/(Decrease) in cash and cash equivalents	0.1	-1.7	1.0
Cash and cash equivalents at the end of the year	3.6	1.9	2.9



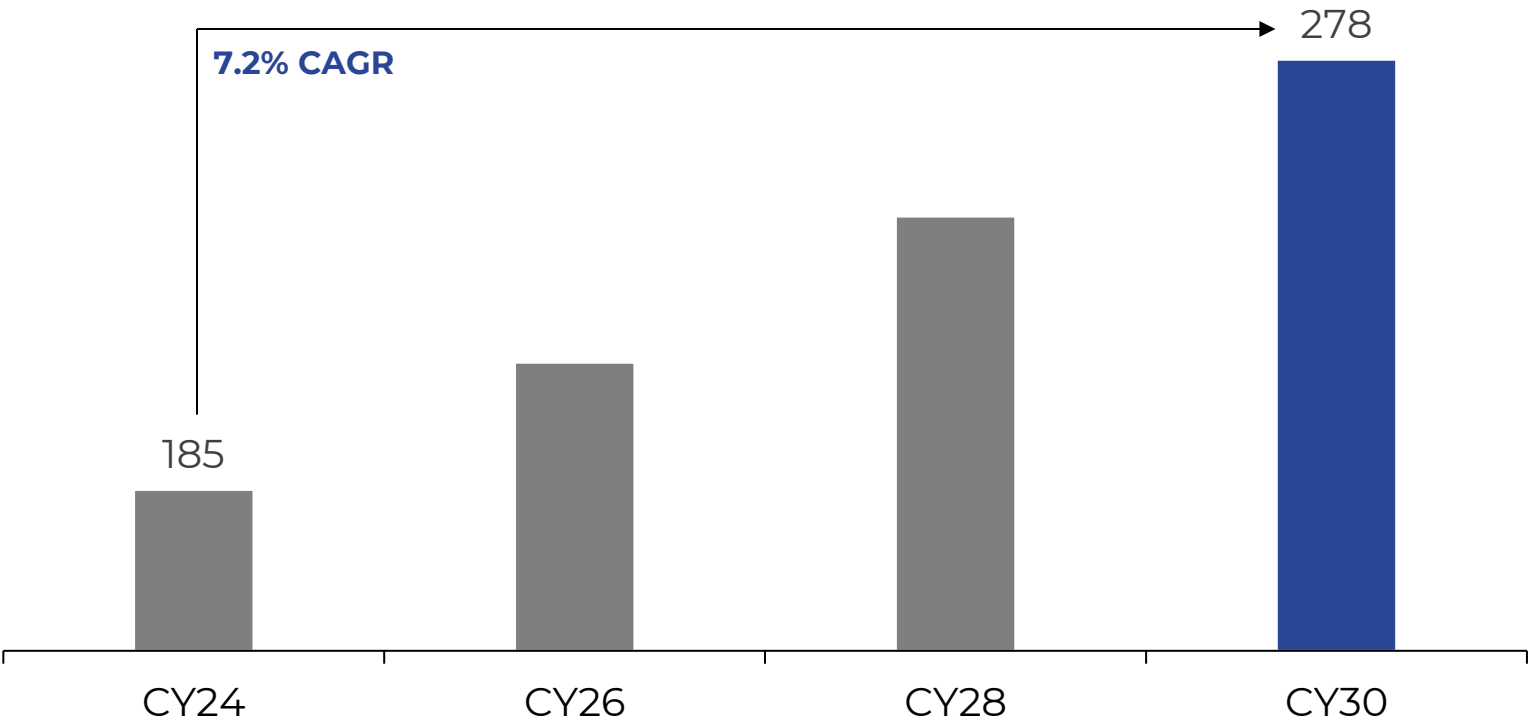
Agenda

1. Executive summary
2. About Influx Healthtech Limited
3. Competitive moats
4. Investment rationale
5. Historical business performance
6. Select financial statement data
7. Annexures: Industry Outlook

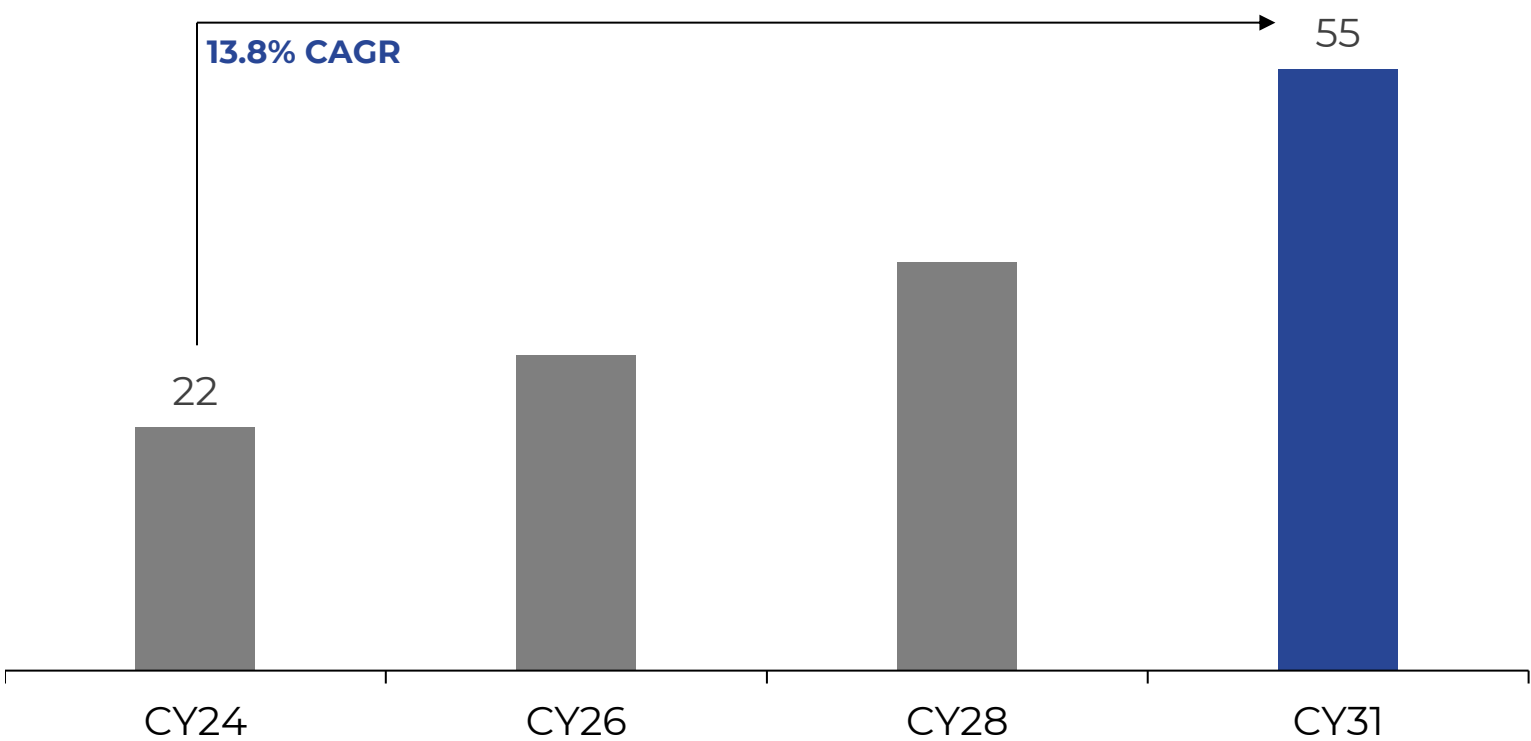


India's CDMO industry to grow 2x global industry

Global CDMO industry (In \$ bn)

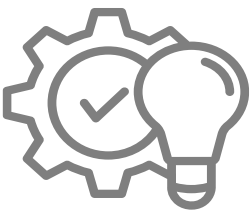


Indian CDMO industry (In \$ bn)



Levers driving growth of India's CDMO industry

Strategic shift toward outsourcing



- Pharma firms outsource to CDMOs for cost savings and expertise, with CDMOs offering end-to-end drug development services

CDMOs as integrated partners



- Indian CDMOs, driven by revised schedule M norms, are evolving into strategic partners offering end-to-end drug development

Surge in clinical trials and early-stage R&D



- India's advantages are driving clinical trials with CDMOs expanding into trial materials and early development

Rising demand for generic drugs



- Patent expiries fuel generic demand, positioning Indian pharma and CDMOs as preferred cost-efficient partners

CDMOs tapping veterinary market

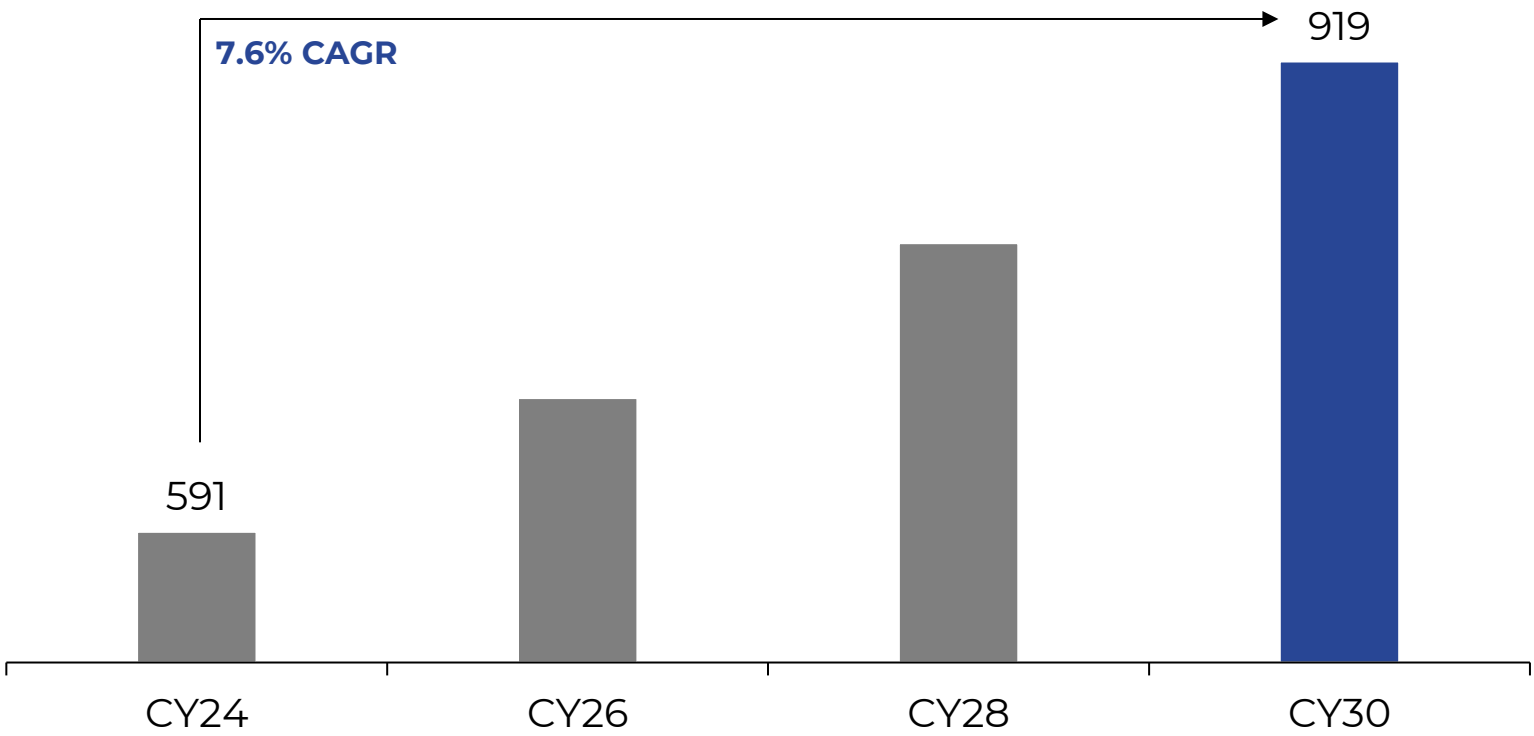


- CDMOs expanding into veterinary & pet care dosage forms and functional products to capture a share of the US\$10.5B domestic pet market

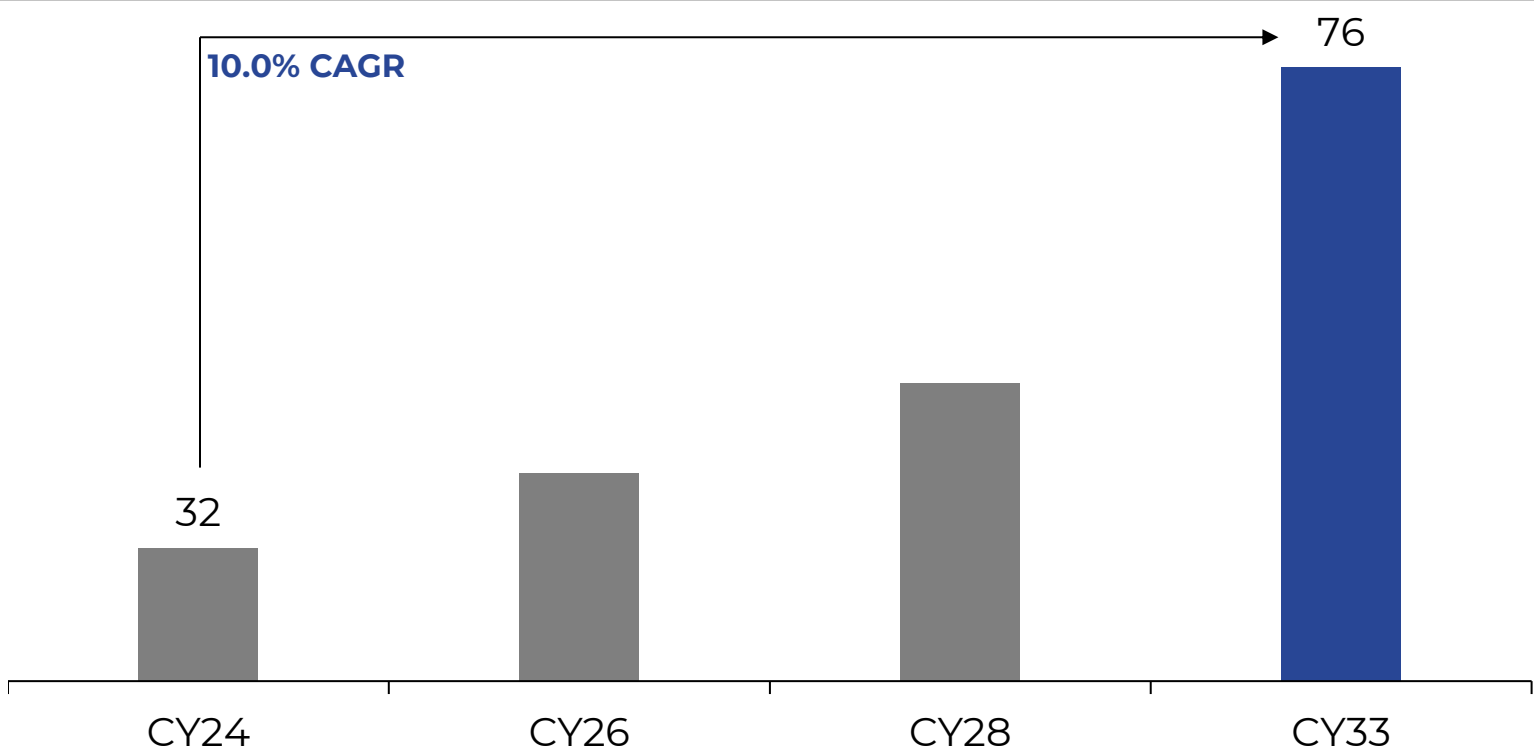
India's nutraceutical industry: \$76 bn opportunity



Global nutraceutical industry (In \$ bn)



Indian nutraceutical industry (In \$ bn)



Growth drivers of India's nutraceutical industry

Lifestyle shifts with rising health consciousness



- Rising health awareness and lifestyle changes are driving demand for nutraceuticals

Supportive government policies and regulations



- Supportive policies and FSSAI norms boost nutraceutical growth by ensuring safety, quality, and consumer confidence

Personalized nutrition



- Personalized nutrition is growing with nutraceutical firms using technology to offer tailored products

Innovation through R&D



- In-house R&D drives innovative nutraceuticals, enhancing health benefits and demand

Thank you

**For any further information/factory visit request,
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