

CORE VALUES

-  Quality
-  Trustworthiness
-  Commitment
-  Hardwork



Aptus Pharma Limited

Connecting.....Life

Since
2011

www.aptus-pharma.com | info@aptuspharma.com | export@aptuspharma.com | +91 76004 27827

07/02/2026

The Deputy Manager
Corporate Relationship Department
BSE Limited
P. J. Towers, Dalal Street,
Mumbai – 400001

Scrip Code: 544529

ISIN: INE15XJ01010

Dear Sir/Madam,

Sub: Intimation of Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby inform you that the Company has prepared an Investor Presentation for dissemination to investors/analysts.

The Investor Presentation provides an overview of the Company's business operations and financial performance based on publicly available information and disclosures already made by the Company from time to time. The said presentation does not contain any unpublished price sensitive information.

In compliance with Regulation 46 of the SEBI (LODR) Regulations, 2015, the Investor Presentation will also be made available on the Company's website under the "Investor Relations" section.

A copy of the Investor Presentation is enclosed herewith for your records.

Kindly take the same on record.

Thanking you,

Yours faithfully

For Aptus Pharma Limited

Hathi Tejas 
Maheshchandra
Digitally signed by Hathi
Tejas Maheshchandra
Date: 2026.02.07 15:12:28
+05'30'

Tejas Maheshchandra Hathi
Managing Director
DIN: 03151221

Encl.: Investor Presentation



Aptus Pharma

ConnectingLife

Investor Presentation



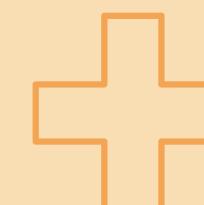


Safe Harbour Statement



This presentation contains forward-looking statements which may include statements relating to the Company's expected financial performance, business prospects, growth strategy and future developments. Such forward-looking statements are based on current expectations, assumptions and estimates of the management and involve known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied.

The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. This presentation is for information purposes only and does not constitute an offer, invitation or recommendation to buy, sell or subscribe to any securities of the Company.





At Aptus: *Quality is a Habit*

*We Deliver Quality & Innovation
To Redefine Human Lives*

Tejash Hathi
(Managing Director)

Aptus Pharma Limited... Connecting Life.

Established in 2011, Aptus Pharma has been a stalwart in the pharmaceutical sales sector, contributing significantly to healthcare. Our commitment to quality and customer satisfaction has positioned us as a trusted and dynamic player in the pharmaceutical industry. Originally rooted in multi-state operations, we have expanded our footprint internationally with a dedicated export division.

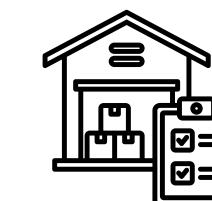


Company *Overview*



- 15+ therapeutic Segments

50 K+Prescription
Every Day



- 17,721 sq. ft.,
Central Warehouse

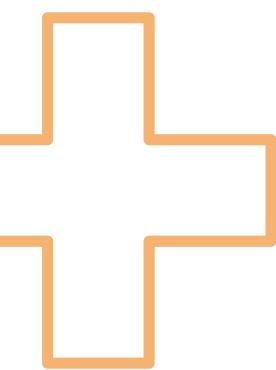


trusted 10 K +
honourable Doctors



- Our Company is engaged in the business of marketing and distribution of finished pharmaceutical formulations. While the company does not own any manufacturing facilities, it operates through a contract manufacturing model. We do not own any manufacturing plants, but have entered into contract manufacturing agreements with manufacturing units under various arrangements. Of these, we have formal loan and license agreements in place with two manufacturing units. The remaining production is carried out through informal arrangements with Other manufacturers, based on purchase orders (PO).
- We provide a diverse range of pharmaceutical products catering to various therapeutic categories, including anti-infectives, gastrointestinal, antacids, anti-allergic and respiratory, nutritional supplements, pain management, neuropsychiatric, cardiovascular, anti-diabetic, lipid-lowering, and general wellness products.

Our Divisions



APTUS WellCare

(Health And Personal Care Division)



Aptus Pharma

(Pioneer Division)



APTUS CD CARE

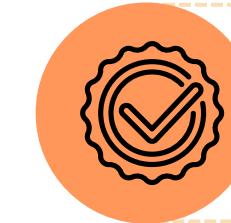
(Cardiac Diabetic Division)



APTUS Global

(Export Division)

Core *Values*



Quality

We commit to delivering the highest Quality Products and Services



Trustworthiness

We Build Strong Relationships With stakeholders with foundations of integrity and transparency



Hardwork

Our Relentless pursuit of excellence drives tireless efforts and innovation



Commitment

We exceed Expectations and achieve goals with unwavering dedication and passion



Brand *Promise*

"We committed to healthcare and healthcare professionals."

Aptus Pharma pledges to uphold the highest standards in contributing to the well-being of individuals and supporting the healthcare community.



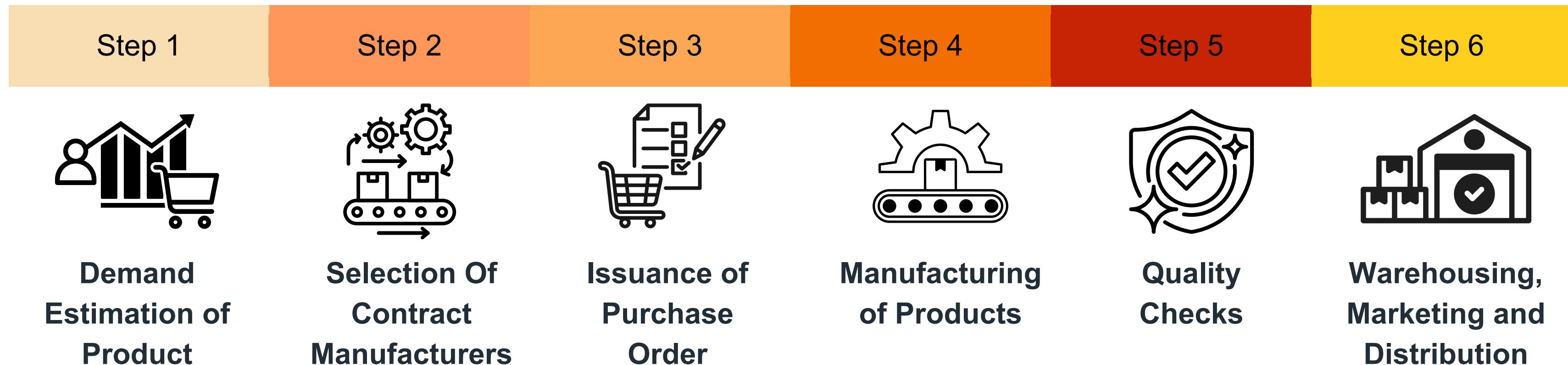
"All Products Complies Standard Of cGMP & WHO"

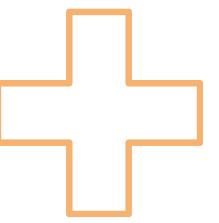


Business *Process*



Aptus follows a structured and strategic business process to ensure efficient operations, quality assurance, and timely delivery of its pharmaceutical products. The end-to-end process, from demand estimation to distribution, is as follows:





1. Demand Estimation of Product:

The demand for each product is forecasted using a combination of historical sales and inventory data, along with predictive analysis based on market surveys. This helps in determining potential demand and planning inventory accordingly. Thereafter, the order quantity to be manufactured is finalized.

2. Selection of Contract Manufacturer:

Our Company selects the contract manufacturer based on a combination of factors, including quality of raw materials, pricing competitiveness, delivery timelines, past performance and possession of the required regulatory approvals. Preference is given to manufacturers with whom the company has a positive prior working relationship.

3. Issuance of Purchase Order:

Once a manufacturer is selected, our company issues a formal purchase order specifying the quantity to be manufactured, required composition, material specifications, packaging standards, production instructions, and quality standards based on the quotations received from the manufacturers. This document serves as the basis for initiating the production process.





4. Manufacturing of Products:

Based on the approved specifications and provided schedule, the contract manufacturer initiates the production process. The responsibility of sourcing raw materials rests with the contract manufacturer. To maintain transparency and product integrity, Manufacturers are required to source materials themselves and furnish quality certificates confirming the authenticity and compliance of the inputs used. All production is carried out at facilities certified with WHO-GMP and ISO standards, ensuring adherence to stringent pharmaceutical manufacturing protocols.

5. Quality Checks:

Post-manufacturing, the contract manufacturer delivers the finished products along with a batch-wise Quality Certificate. This certificate confirms compliance with the predefined quality parameters and regulatory requirements. These tests are conducted in collaboration with certified and accredited laboratories, ensuring independent and credible validation of product integrity.

6. Warehousing, Marketing and Distribution:

Our Company stores the finished products at its rented 17,721 sq. ft central warehouses in Ahmedabad, and from there we undertake the marketing and distribution of the products through our robust and well-established distribution network. Product rollout is aligned with market demand and distributor orders to ensure optimal reach and sales execution.





Range of *Solutions*

- Anti - Infectives
- Antaacid & PPI
- G.I. Medicines
- Anti -Allergic
- Respiratory Medicine

- Nutritional Supplements
- Anti-Inflammatory
- Pain Management
- Neuropsychiatric Medicine

- Lipid-Lowering Medicine
- Anti-Hypertensives & Cardiovascular Medicine
- Antidiabetic Medicine

- Uro Care
- Wellness Product
- Ayush Products
- Oct Products
- Skin Care Products
- Hair Care Products

Leading *Perception* Brands



Koltus™-M

Montelukast 10mg +
Levocetirizine 5mg

Tablets

A complete Nutritional supplement

Nutritus® Tablets

Multivitamin, Multimineral, Biotin With
Grape Seed Extract

Pgtus-Total

Pragabalin 75mg (SR) +
Nortriptyline 10mg +
Methylcobalamin 1500mcg

Bilayered
Tablets

Aptifresh-MD

Mouth Dissolving Tablets

Clonazepam 0.5mg

Telbira-40

Telmisartan 40mg Tablets

Vomitus-MD

Ondansetron 4mg

Mouth dissolving
Tablets

Jugsi-100

Tablets

Sitagliptin 100 mg

Telbira-AM

Telmisartan 40mg + Amlodipine 5mg Tablets

Nutritus® DM

Methylcobalamin 1500mcg + Tablets
Folic Acid 5mg + Pyridoxine 3mg +
Vitamin D3 1000iu

A Broad spectrum Antimicrobial

Zimking™-200+

Cefixime 200mg + Tablets
Lactic Acid Bacillus 2.5 Billion Spores

Jugempa-M

5/500
Tablet
Empagliflozin IP 5mg + Metformin
Hydrochloride IP 500mg

Rozutus-Gold 20

Rosuvastatin 20mg + Aspirin 75mg +
Clexipidogrel 75mg

VONKUL™10

Vonoprazan 10mg
Tablets

VONKUL™20

Vonoprazan 20mg
Tablets



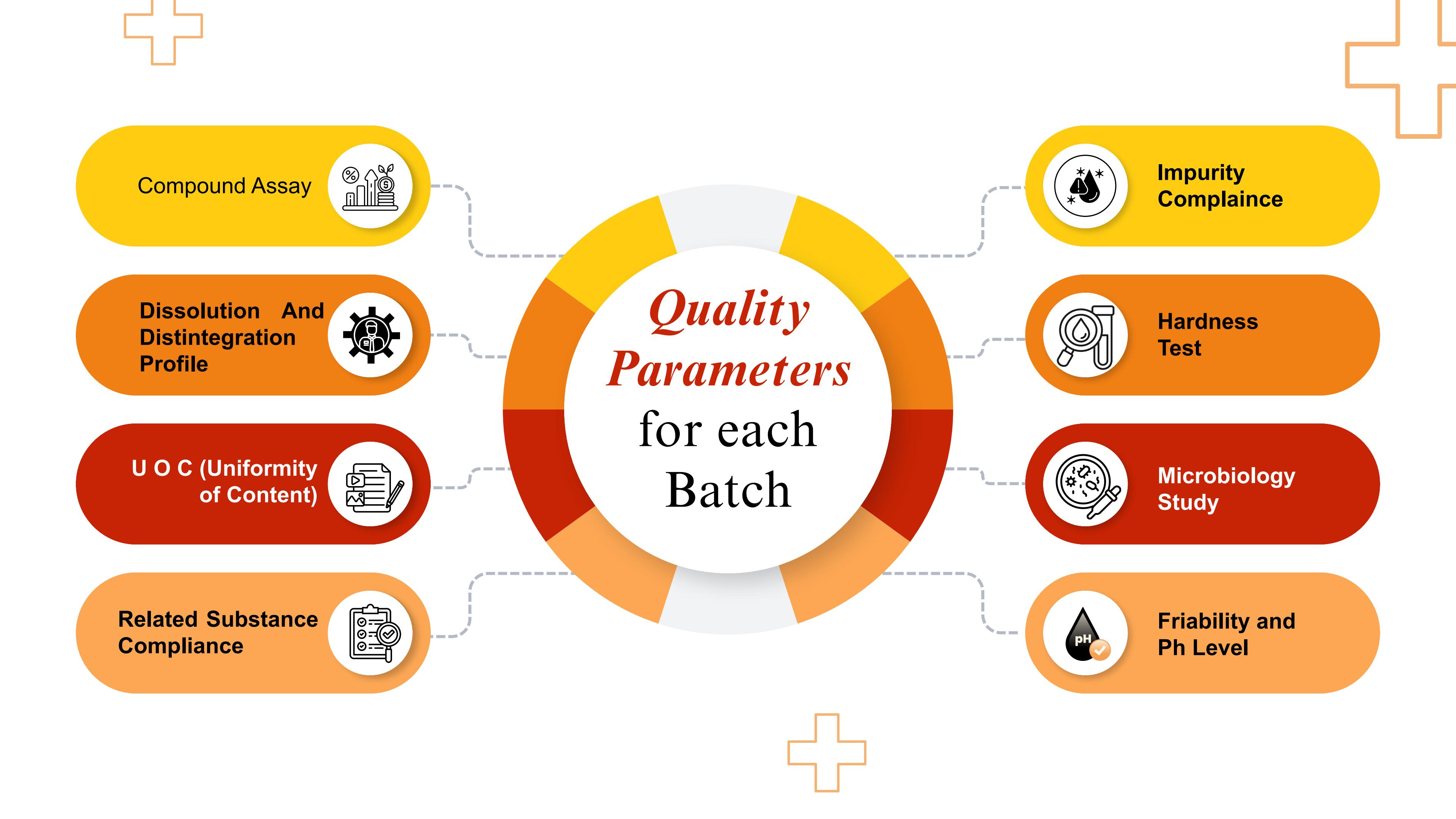
OTC & Wellness Products

Quality Policy

At aptus "Quality is Habit."

Our stringent quality measures encompass every stage, from raw material procurement to finished products.

Employing cutting-edge methodologies such as HPLC, we meticulously conduct comprehensive batch-to-batch analysis. These rigorous tests encompass compound assay, disintegration, dissolution, and stability tests, friability tests, equal drug distribution tests, and uniformity of content tests and other critical assessments, ensuring that each product meets and surpasses stringent quality benchmarks. We strictly adhere to good distribution practices at all levels, ensuring the highest pharmaceutical manufacturing and distribution standards.



Quality *Parameters* for each Batch

Compound Assay



Dissolution And
Distintegration
Profile



U O C (Uniformity
of Content)



Related Substance
Compliance



Impurity
Compliance



Hardness
Test



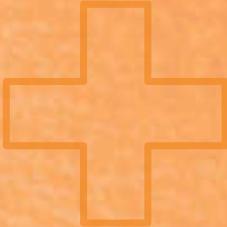
Microbiology
Study



Friability and
Ph Level



Our *Esteemed Manufacturers*



- Our Loan License Manufacturing Facility



- Our Esteemed Contract Manufacturers of Our OTC Brands



- Our Esteemed Contract Manufacturing of Our Brands



Infrastructure Details



A Robust Contract Manufacturing Ecosystem

Aptus Pharma works with multiple manufacturing partners, many of whom have been associated with the company for over many years. These long-standing relationships are built on consistent performance, transparent quality checks, and mutual trust. Before finalising any manufacturer, Aptus conducts comprehensive due diligence, evaluating certifications, regulatory compliance, production capacity, delivery reliability, and historical quality performance. Only manufacturers that meet stringent internal benchmarks are approved.

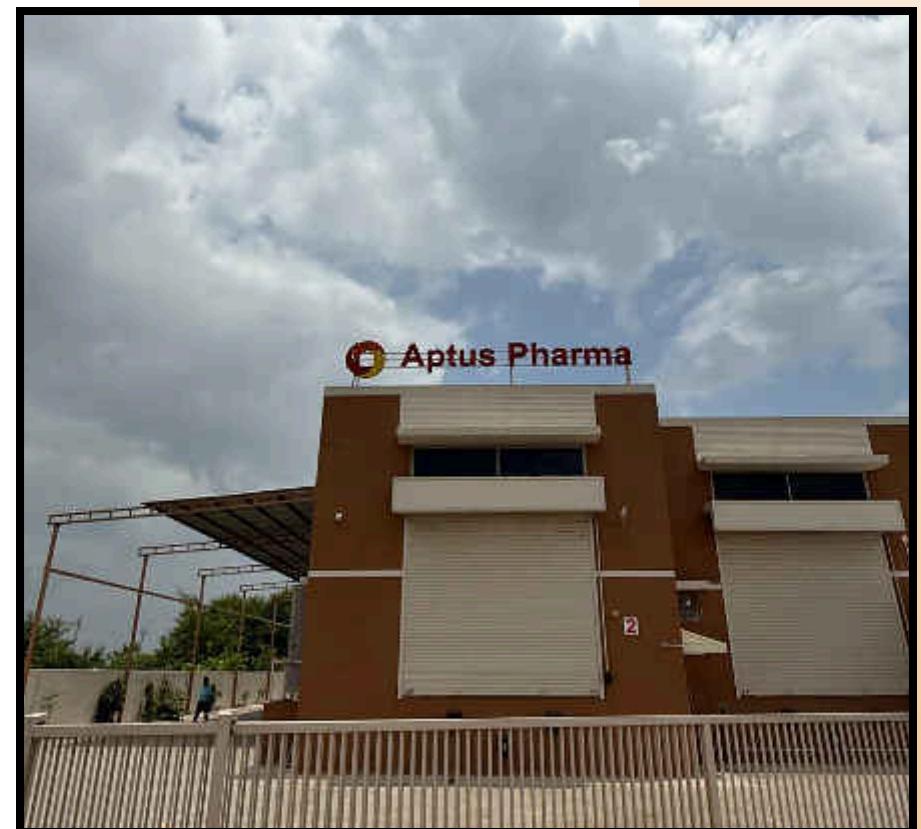


Storage & Dispatch

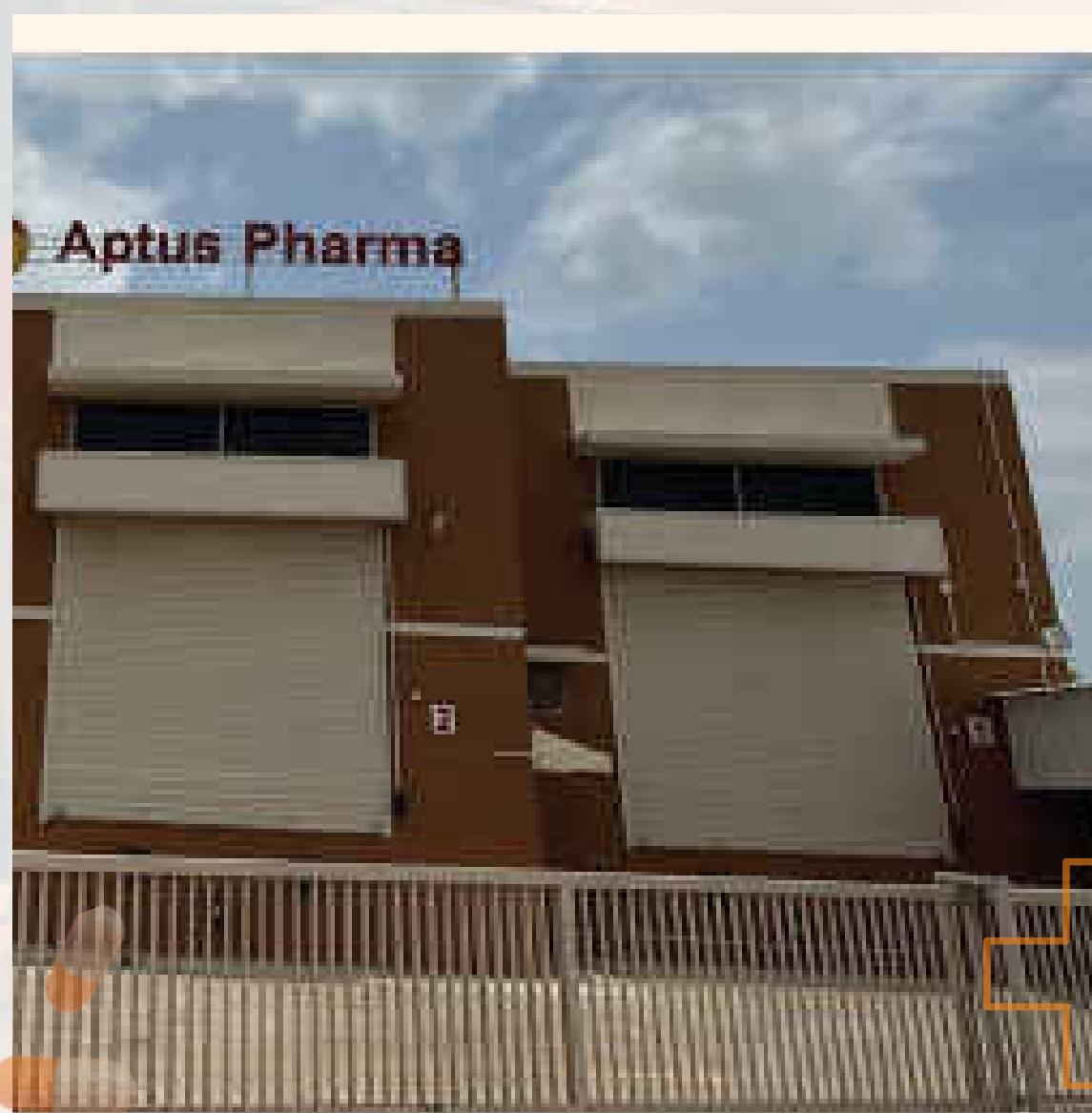
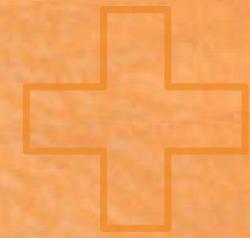
As part of our commitment to quality and streamlined processes, we have developed an 18,000 sq. ft. central warehouse for Domestic & Export supply.

Quality Control

Affiliated certified labs for batch to rigorous quality assurance.



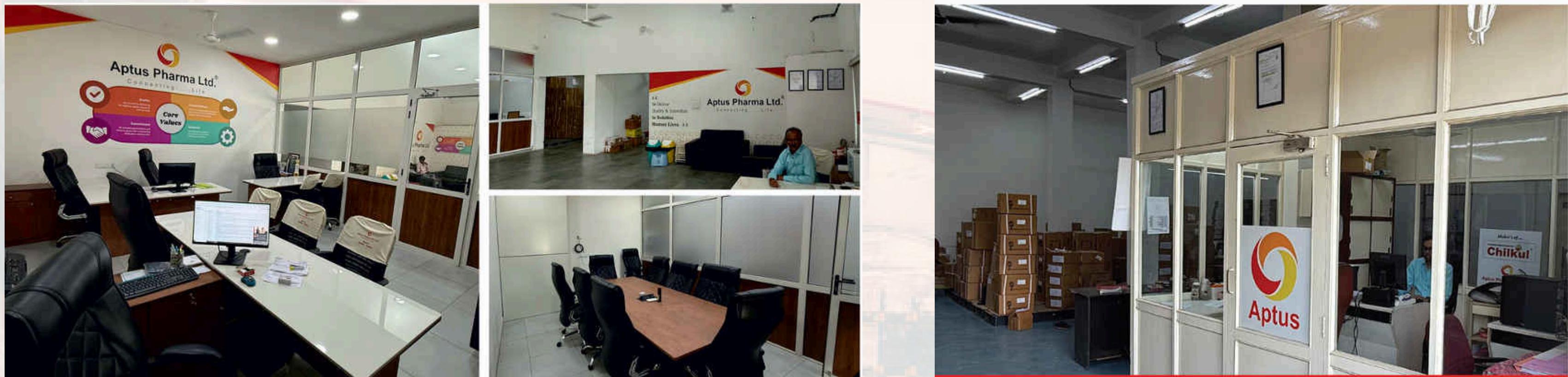
Our *Facilities*



Ahmedabad

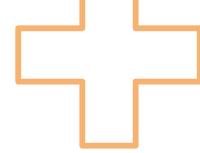


Ahmedabad



Rajkot

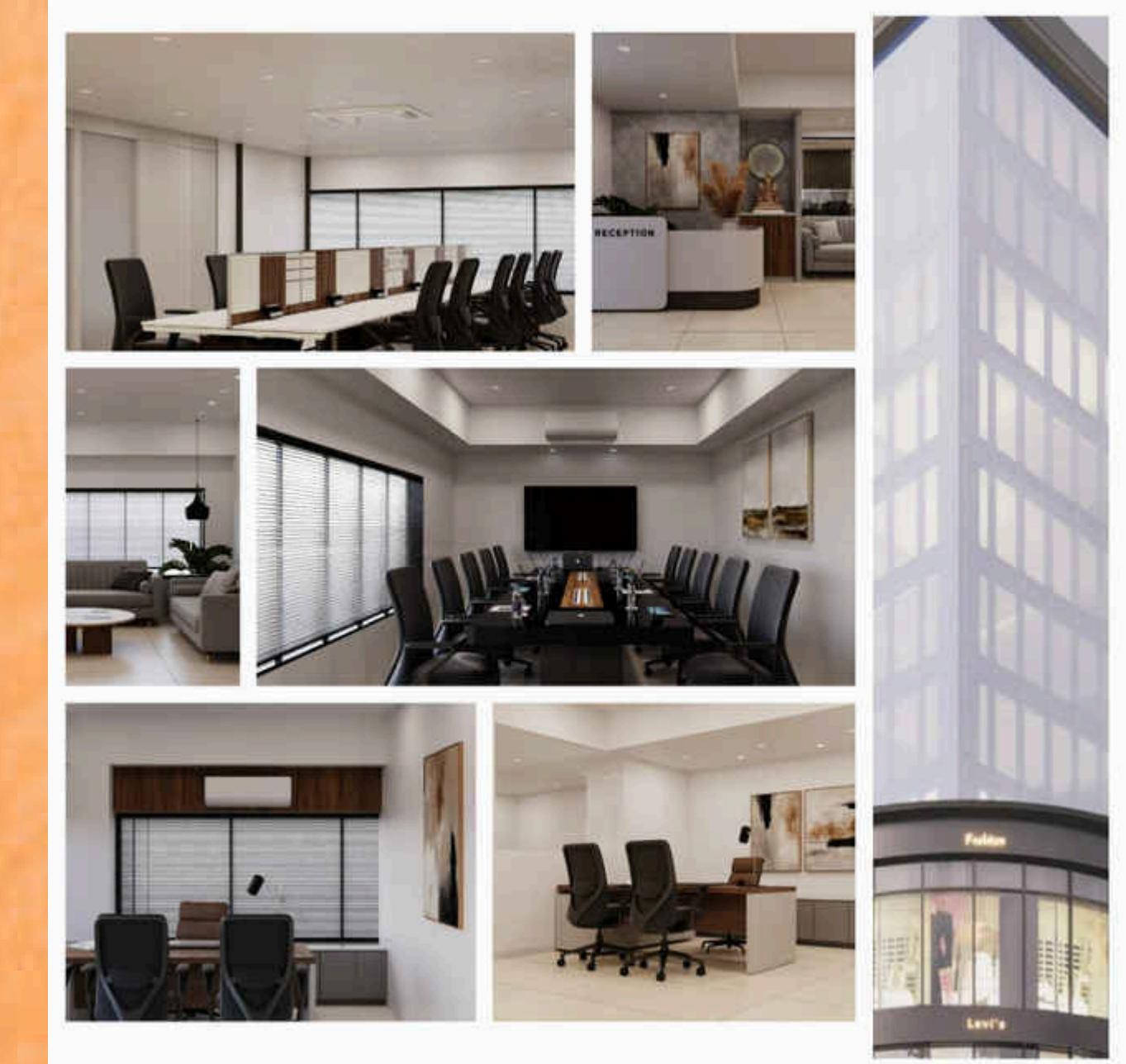




Proposed Corporate Office in Rajkot



2205.31 Sq.ft.





Announcements

एप्टस फार्मा न गुजरात में आटासा प्रजसंबद्धाय
कॉस्मेटिक पोर्टफोलियो को मजबूत किया

Aptus Pharma Expands OTC Presence in Gujarat

Ahmedabad, The expansion focuses on high-demand consumer categories, including face care, body and skin care, and hair care. The division will be driven by flagship brands such as Timglo, Kerava, and Shirovita, which are expected to deliver strong consumer traction across key markets. As part of its forward-looking strategy, Aptus Pharma Limited plans to further strengthen its footprint in the OTC and cosmeceutical segment. The company is preparing to broaden its product portfolio with new launches in hygiene care, pain relief, and oral care, along with upcoming SKUs such as Timglo Detox and Kerava Shea Moisturizer. To support this

expansion, Aptus Pharma Limited is enhancing its field force and distributor network, aiming to place its OTC product range in substantially larger number of medical stores across Gujarat. This strategic move positions Aptus Pharma Limited to capture a growing share of Gujarat's rapidly evolving OTC and personal care market. Commenting on this development, Mr. Tejas Hathiramani, Managing Director of Aptus Pharma Limited, stated: "The expansion of the Company's OTC business across high demand consumer categories strongly positions Aptus Pharma Limited to capture a larger share of Gujarat's rapidly advancing OTC and personal care market."

Accelerating growth

ઓપટસ કાર્માંએ ગુજરાતમાં ઓટીસીનો વિસ્તાર કોસ્ટેસ્યુટિકલ પોર્ટફોલિયોને મજબૂત બનાવ્યો

અમદાવાદ એટસ ફર્મા લિમિટેડ તેના સમર્પિત એટસ
વેલ કેર ડિવિઝન હેઠળ ગુજરાતમાં તેના ઓટીસી
વ્યવસાયના નોંધપાત્ર વિસ્તરણની જાહેરાત કરી છે, જે
કંપનીની વ્યૂહાત્મક વિકાસ યોજનામાં એક મોટું પગલું
છે. આ વિસ્તરણ ચહેરાની સંભાળ, શરીર અને ત્વચાની
સંભાળ અને વાળની સંભાળ સહિત ઉચ્ચ માંગવાળી
ગ્રાહક શ્રેણીઓ પર ધ્યાન કેન્દ્રિત કરે છે. આ વિભાગ
ટિમન્લો, કેરાવા અને શિરોવિટા જેવી ફ્લેગશિપ બ્રાન્ડ્સ
દ્વારા સંચાલિત થશે, જે મુખ્ય બજારોમાં મજબૂત ગ્રાહક
આર્થિક પદ્ધતિઓની અપેક્ષા છે.

Aptus Pharma Enters Fast-Growing Urology Segment

New Delhi, Aptus Pharma Limited announced a major strategic step in its business expansion, confirming its entry into the rapidly growing Urology therapy segment of the Indian pharmaceutical market.

The move is poised to strengthen the company's specialty-care portfolio and is expected to become a key contributor to its future financial performance.

This product lineup positions Aptus Pharma to capitalize on the robust demand within the segment. The Indian urology market is one of the nation's fastest-growing chronic therapy segments, currently demonstrating an annual expansion rate of approximately 9-10%.

The successful introduction and expansion of this new portfolio will be underpinned by the company's significant operational strengths, including:

A strong field-sales force capable of reaching specialists across the country.

A robust distribution network comprising over 150 PLS distributors and sub-distributors nationwide.

Commenting on the strategic development, Mr. Tejash Hathi, Managing Director of Aptus Pharma Limited, highlighted the long-term vision behind the expansion.

"Our entry into the urology therapy segment further strengthens our specialty-care capabilities and positions the Company for sustained growth in the coming years," stated Mr. Hathi.

This strategic entry marks a pivotal moment for Aptus Pharma as it looks to solidify its position as a diversified specialty pharmaceutical company in the highly competitive and rapidly evolving Indian market.

Aptus Pharma announced its strategic entry into the Urology therapy segment

Ahmedabad, The Company will soon be launching a new portfolio of products in this segment, including: Silodosin range, Tamsulosin range, Alkalizer formulations. The introduction of these products is supported by the Company's strong field-sales force and a robust distribution network consisting of 150+ PLS distributors and sub-distributors across India.

This new portfolio is expected to contribute significantly to the Company's

future revenue growth and profitability. The Indian urology market is one of the fastest-growing chronic therapy segments, currently expanding at approximately 9-10% annually. Commenting on this development, Tejash Hathi, Managing Director, Aptus Pharma Limited, stated: "Our entry into the urology therapy segment further strengthens our specialty-care capabilities and positions the Company for sustained growth in the coming years."

Expanding horizons

Aptus Pharma Limited has announced its strategic entry into the Urology therapy segment as part of its ongoing business expansion initiatives

The introduction of these products is supported by the company's strong field-sales force and a robust distribution network consisting of 150+ PLS distributors and sub-distributors across India. Commenting on this development, Tejash Hathi, the managing director of APL, states, "Our entry into the urology therapy segment further strengthens our specialty-care capabilities and positions the company for sustained growth in the coming years."

એપ્ટ્સ ફાર્માચે વિસ્તરણના ભાગ રૂપે
યુરોલોજી થેરાપી સેગમેન્ટમાં પ્રવેશ કર્યો
મુંબઈ | એપ્ટ્સ ફાર્માલિમિટેડ વિકસતી ફાર્માસ્યુટિકલ કંપની છે જે બહુવિધ ઉપચારાત્મક ક્ષેત્રોમાં રોકાયેલી છે. જેને વ્યાપક વિતરણ નેટવર્ક અને સમર્પિત વેચાણ દળ દ્વારા સમર્થન આપવામાં આવ્યું છે. લાંબા ગાળાના વ્યૂહાત્મક વિકાસના ભાગ રૂપે કોનિક કેર અને કોનિક થેરાપી સેગમેન્ટમાં તેની ઉપસ્થિતીને વિસ્તૃત કરશે. ભારતીય યુરોલોજી બજાર સૌથી ઝડપથી વિકસતા કોનિક થેરાપી સેગમેન્ટમાંનું એક છે.

Events



Conference



Team Engagement Activities



Giving back to Society



Investor Meet





Listing ceremony

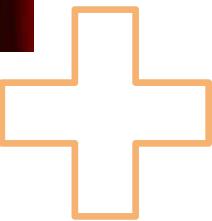


Mission Bharat



- West Zone - March 2027
- Central Zone - March 2027
- South Zone - March 2028
- North & Northeast Zone - March 2029
- Cosmeceuticals Plant March 2028

Awards & Certifications



Key *Milestones*

2010

Incorporation of our company under the name “Aptus Pharma Private Limited”.



2021-25

The Company strengthened its presence in two states with a portfolio of over 210 products across 11+ therapeutic segments. It appointed a Vice President for Domestic Sales & Marketing, launched three domestic divisions, entered the OTC and wellness segment, and shifted its operational headquarters from Rajkot to Ahmedabad to support national expansion. A centralized hi-tech depot in Ahmedabad and a strong sales and distribution network across Gujarat and West Bengal further reinforced its domestic market presence.

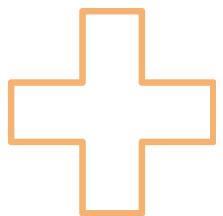
2011-16

In 2011 Company formally launched with 2 headquarters and 11 products at a small scale, and grew by 2016 with a product line of 50+ and approx. 25% of state-level presence.

2016-20

The company has increased its product line in acute division as well as expanding its foot prints at the state level with an increase in acute therapy products. And make the company's foundation and fundamentals strong by introducing the system and process in all divisions.

Vision 2026-30



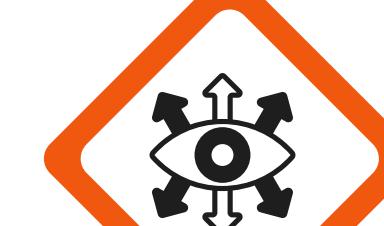
01

Company will introduce Franchise model at Odisha with strategic tie up of local C&Fs.

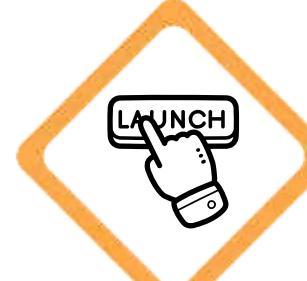


Company is eyeing horizontal and vertical expansion in next 5 years by making its strong presence PAN India.

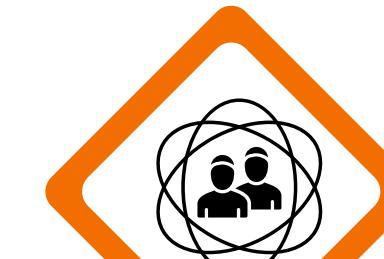
02



Company will launch 450-
Products range and 25+
Therapeutic segments.



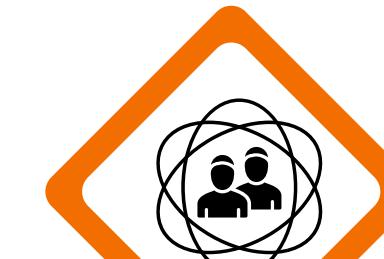
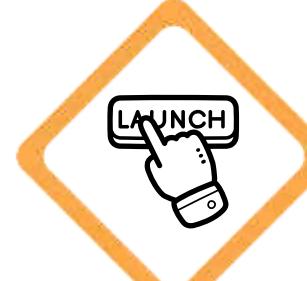
A hand in a white glove is pointing at a large, rectangular button with the word "LAUNCH" written on it in capital letters. The button has a black outline and a slight shadow, giving it a 3D appearance. The background is white with a yellow vertical bar on the left side.



Company introduced mission neighbour state i.e. Goa, Rajasthan, Madhya Pradesh, Maharashtra and Mumbai, Chhattisgarh by next 3 years.

05

Company will enter in Global market and eyeing on Unregulated and Semi regulated Countries.



Our *Management*



**Mr. Tejash
Maheshchandra Hathi**

- Mr. Tejash Maheshchandra Hathi holds an MBA in Marketing and Management Accounting from Saurashtra University (2003) and is currently pursuing a PhD in Management from Rai University, Ahmedabad. He brings over two decades of rich experience in the pharmaceutical industry and has been associated with the Company since its inception in 2010. Initially serving as Director, he was appointed Managing Director effective January 17, 2024. In this leadership role, he is responsible for overseeing the company's day-to-day operations and shaping its strategic direction.
- In addition to his corporate responsibilities, Vice President of the Drug Marketing and Manufacturing Association. (DMMA) Executive Committee Member: Indian Drug Manufacturers Association (IDMA, Gujarat chapter), Board Member of Research, Saurashtra University



**Mr. Kapil Hasmukhbhai
Chandarana**

- Mr Kapil Hasmukhbhai Chandarana holds a Bachelor's degree in Social Work (BSW) from Saurashtra University (2017) and an MBA in Finance from Madhyanchal Professional University, Bhopal (2023).
- He brings over 16 years of extensive experience in logistics and customs operations. From 2005 to 2021, he served as Zonal Manager at Velji Dosabhai & Sons Private Limited, where he developed strong operational and managerial expertise.
- Mr Chandarana joined the Company as a Director on August 12, 2010, and served in that capacity until April 29, 2024, onwards. He was subsequently appointed Chief Financial Officer with effect from January 1, 2025.



**Mr. Ghanshyam
Vinubhai Pansuriya**

- Mr Ghanshyam Vinubhai Pansuriya holds a Bachelor of Science degree (2007) from Saurashtra University and a Diploma in Pharmacy (2019) from Sunrise University. Mr Pansuriya joined the Company as a Director on August 12, 2010, and served in that capacity until April 29, 2024, onwards. He was subsequently appointed Chief Executive Officer effective January 1, 2025.
- With over 15 years of experience in the pharmaceutical industry, he has held key positions that have contributed to his deep domain expertise. He began his career as a Marketing Executive at Alkem Ulticare in 2008, followed by a role as a Business Development Executive at Panacea Biotech Ltd. in 2009. He later gained valuable experience at MacLeod's Pharmaceuticals Ltd., where he further honed his skills in pharmaceutical sales and business development.
- Pansuriya joined the Company as a Director on August 12, 2010, and served in that capacity until April 29, 2024, onwards. He was subsequently appointed Chief Executive Officer effective January 1, 2025.



**Mr. Chetan
Shantilal Lalseta**

- Mr Chetan Shantilal Lalseta, aged 48 years, is the Non-Executive Director and one of the Promoters of the Company and also a Consultant Dermatologist, Venereologist, and Cosmetologist with over 20 years of experience by profession.
- He completed his M.B.B.S. in 2001 and M.D. (Skin & V.D.) in 2003 from Saurashtra University. He practices at Shraddha Hospital, Rajkot, and is a panel consultant at Wockhardt Hospital and Sterling Hospital. He also serves as a visiting faculty member at multispecialty hospitals in Rajkot.



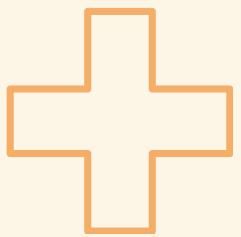
**Mr. Riddhish
Natwarlal Tanna**

- Mr. Riddhish Natwarlal Tanna, aged 50 years, is the Non-Executive Director and one of the Promoters of the Company and also a homeopathic practitioner and healthcare management professional with experience in academic and administrative roles. He holds a Diploma in Homeopathic Medicine & Surgery (D.H.M.S.) from the Homeopathic Council of Homeopathic System of Medicine, Gujarat, an M.D. in Homeopathy from Sardar Patel University, and an MBA in Hospital Management from Sarvepalli Radhakrishnan University, Bhopal.
- He has also completed certifications in healthcare quality implementation from the National Board of Quality Promotion and the Health Sector Skill Council of India. Dr. Tanna does his own Practice under the name of his sole proprietorship of “Sadguru Clinic” since 1997 and possessed more than 2 decades of experience in Homoeopathic System of Medicine Practice.



Mr. Nirav J. Pandya

- Mr Nirav J. Pandya is the Vice President of Aptus Pharma Limited, responsible for overseeing Pan-India operations. With a distinguished career spanning over 27 years in the pharmaceutical industry, he brings deep expertise in sales leadership, team development, and strategic business expansion.
- He holds a Bachelor of Science degree in Chemistry from Navyug Science College, Gujarat University (1995–1998). Mr Pandya began his career as a Medical Representative at Zydus Cadila Healthcare and went on to hold progressively senior roles at Glenmark Pharmaceuticals and J.B. Chemicals & Pharmaceuticals Ltd., advancing from Area Manager to Regional Sales Manager.
- In 2021, he joined Aptus Pharma Limited, where he currently leads the company's nationwide sales strategy. His strong people management capabilities, financial insight, and ability to lead high-performing teams have been instrumental in driving consistent growth and performance.

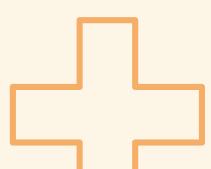


TEJASH HATHI,
MANAGING DIRECTOR

Leadership Speak

Contributing Towards People's Healthcare through providing high quality, reliable and sustainable pharmaceutical products. With this philosophy, We aim to contribute to health improvements with better treatment options by giving innovative & quality pharmaceuticals. Aptus Pharma is also committed to advancements within the field of pharmaceutical products.

"We always believe that growth is a byproduct of committed work and quality product."



THANK YOU

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