Aarti Drugs Limited
Manufacturers of : Bulk Drugs & Chemicals

Corporate Office : Mahendra Industrial Estate, Ground Floor, Plot No. 109-D, Road No. 29, Sion (East), Mumbai - 400 022. (India)
Tel .: 022-2407 2249 / 2401 9025 (30 Lines)
Fax.: 022-2407 3462 / 2407 0144
Email: admin@aartidrugs.com
website: www.aartidrugs.com
CIN No.:L37060MH1984PLC055433

Ref: ADL/SE/2026-27/31
August 1, 2026

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

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

Dear Sir/Madam,

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

Sub: Q1FY27 Investor Presentation

Please find attached herewith Q1FY27 Investor Presentation of the Company.

Kindly take the same on record.

Thanking you,

Yours faithfully,
FOR AARTI DRUGS LIMITED

RUSHIKESH VIVEK DEOLE

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

Aarti Drugs Ltd.

Aarti Drugs Limited

Q1 FY27 Investor Presentation

August 2026

Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Aarti Drugs Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

Aarti Drugs Ltd.

Table of Contents

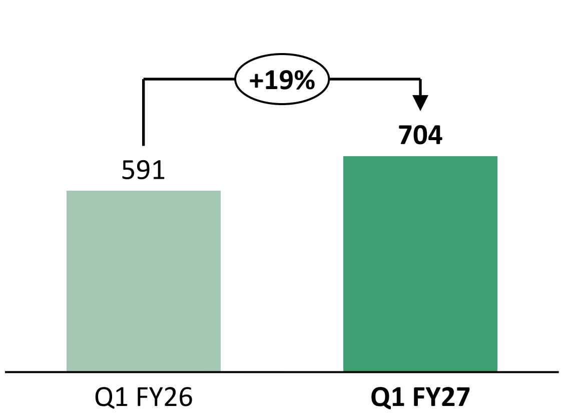
01	Q1 FY27 Business & Financial Highlights	04
02	Company & Business Overview	09
03	Industry Overview	22
04	Key Strengths & Growth Drivers	25
05	Historical Financial Performance	33

Q1 FY27 Business & Financial Highlights

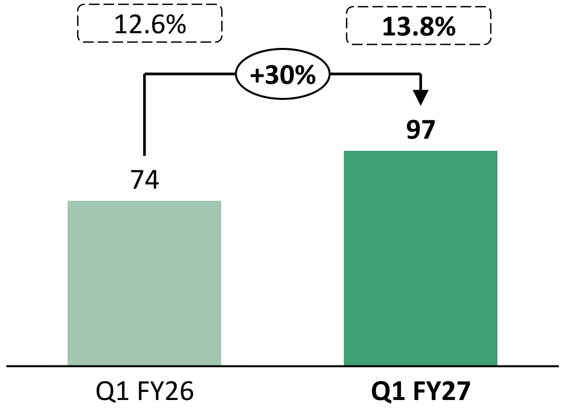
Q1 FY27 Consolidated Financial Highlights

Aarti Drugs Ltd.

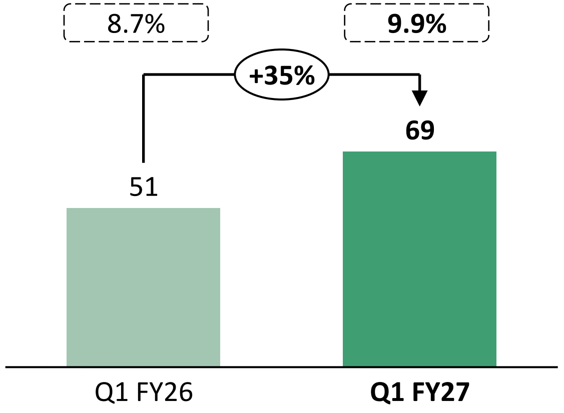
Total Revenue[1]



EBITDA & EBITDA Margin[1,2]

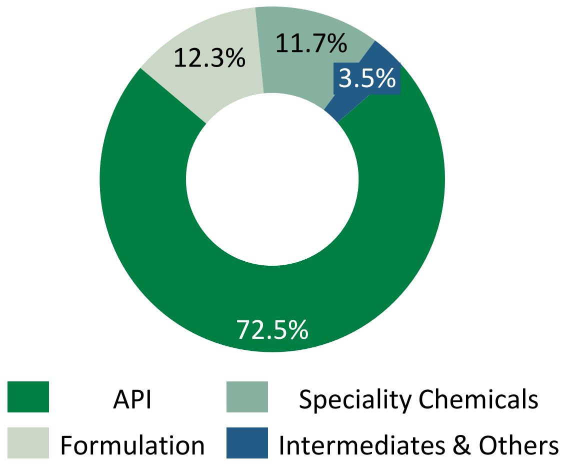


PBT & PBT Margin[1,2]

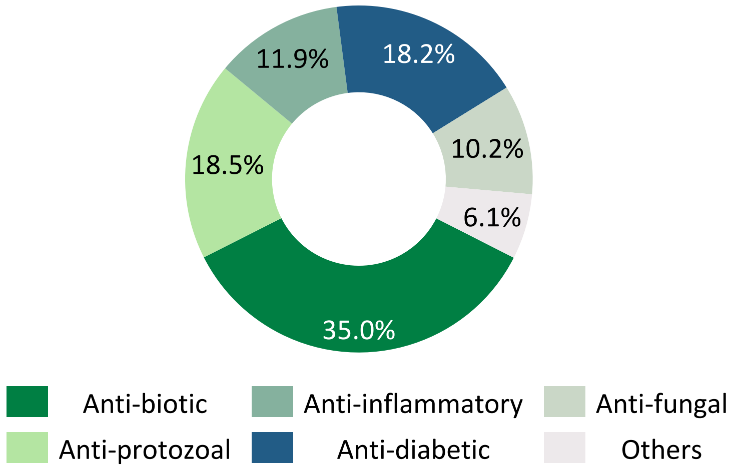


(Rs. Crs.)

Segmental Revenue



Therapeutic-wise Revenue[3]



Note:

1. All figures include other income
2. Q1 FY27 EBITDA and PBT includes an additional ~Rs. 2 crores expense of a CWIP write-off
3. Therapeutic revenue split represent split Within the API Segment; Includes sale to Pinnacle Life Science

Consolidated Profit & Loss Statement

Aarti Drugs Ltd.

Particulars (Rs. Crs.)	Q1 FY27	Q1 FY26	YoY	Q4 FY26	QoQ
Net Revenue from Operations	**702.8**	**590.5**	**19%**	**720.3**	**-2%**
Other Income	0.8	0.3		0.8	
Total Revenue	**703.6**	**590.8**	**19%**	**721.1**	**-2%**
COGS	427.6	373.4		450.4	
Gross Profit	**276.0**	**217.4**	**27%**	**270.7**	**2%**
Gross Margin (%)	***39.3%***	***36.8%***	***250 bps***	***37.6%***	***170 bps***
Employee Expenses	36.5	30.8		32.3	
Other Expenses	142.6[1]	112.2		141.8	
EBITDA	**96.9**	**74.4**	**30%**	**96.6**	**0%**
EBITDA Margin (%)	***13.8%***	***12.6%***	***120 bps***	***13.4%***	***40 bps***
Finance Costs	9.2	8.6		8.2	
Depreciation	18.5	14.7		18.0	
PBT	**69.2**	**51.1**	**35%**	**70.4**	**-2%**
PBT Margin (%)	***9.9%***	***8.7%***	***120 bps***	***9.8%***	***10 bps***
Taxes	19.1	-2.9[2]		15.1	
Profit After Tax	**50.1**	**54.0**	**-7%**	**55.3**	**-9%**
PAT Margin (%)	***7.1%***	***9.1%***	***-200 bps***	***7.7%***	***-60 bps***
Earnings Per Share (EPS)	5.49	5.91		6.05	

Note:
1. Q1 FY27 Other Expenses includes an additional ~Rs. 2 crores of CWIP write-off
2. Q1 FY26 tax includes a principal tax refund of ~Rs.15 crores

Management Commentary

Aarti Drugs Ltd.

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

“We began FY27 with a strong operational and financial performance, driven by a mix of volume growth and improved realizations across our API & Speciality Chemicals portfolio and disciplined execution. The quarter marked a recovery in the pricing environment compared to the previous year, while our continued focus on operational efficiencies and product mix supported profitability. Despite an uncertain and volatile global environment, Aarti Drugs delivered a robust quarter as production across our facilities continued without disruption, reflecting the resilience of our business model.

EBITDA increased by 30% YoY to ₹96.9 crore, and EBITDA margins expanded by 120 basis points to 13.8%. Product mix optimization and operational efficiencies strengthened profitability.

The demand outlook for our product portfolio looks encouraging. The company's USFDA and UK approvals for facilities remain important growth drivers, supporting expansion in regulated markets.

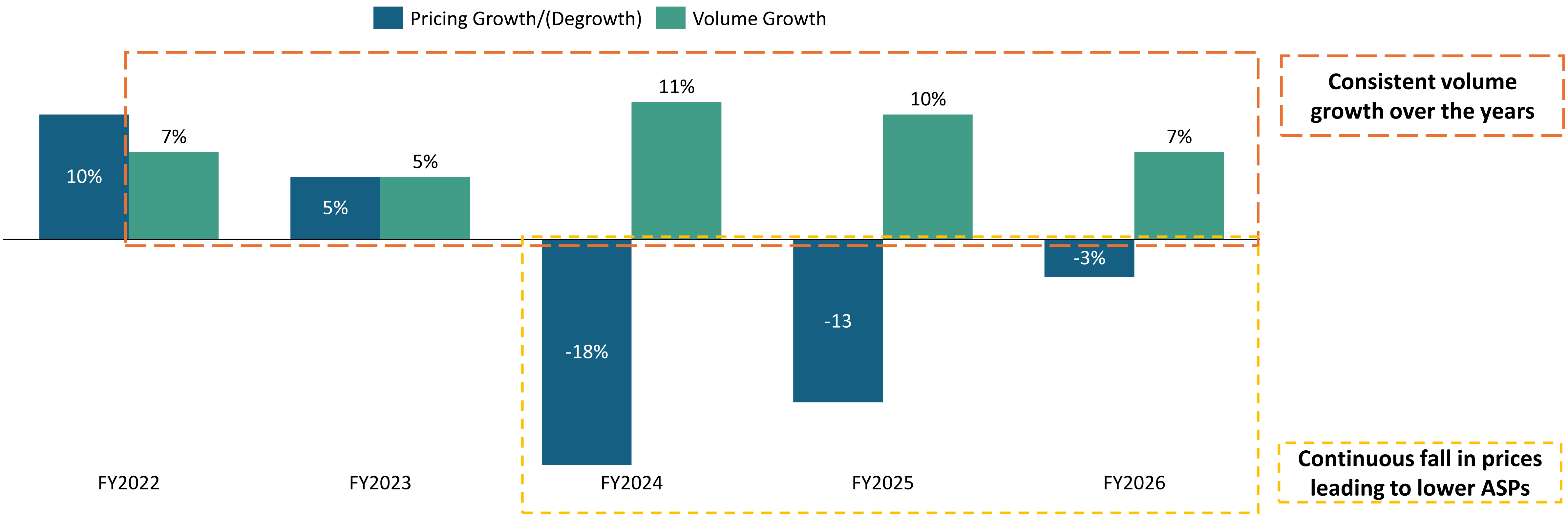
Sayakha continued its planned ramp-up during the quarter, operating at nearly 65% utilization and progressively contributing to our backward integration capabilities. We are also expanding our oral solid dosage (OSD) capabilities through brownfield and adjacent plot developments in Baddi, Himachal Pradesh which is expected to double our production capacity.

Operationally, we remain focused on improving capacity utilization, optimizing product mix and enhancing manufacturing efficiencies across our facilities. These initiatives, together with the continued ramp-up of Sayakha, are expected to progressively improve operating leverage and strengthen margin performance over the medium term.

Looking ahead, global demand continues to remain resilient, and we aim to enhance ourselves on the regulatory-compliance front to continue to capitalize on opportunities. Alongside this, investments in process optimization, capacity enhancement, backward integration, and operational efficiencies remain a focus.”

Consistent Volume Growth in the past 5 Years

Aarti Drugs Ltd.



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

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

Note:
1. Figures on standalone basis

Company & Business Overview

Leadership in API Manufacturing

Aarti Drugs Ltd.

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

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

14
Manufacturing Facilities

6,876
MT/Monthly Capacity

80+
Finished Products

50+
API Molecules

2,200+
Employees

~38%
Export Revenue

1,59,500+
Sq.m. Plant Area

100+
Presence across countries

Diversified Presence across Segments

Aarti Drugs Ltd.

Presence Across APIs, Formulation, Specialty Chemicals, Intermediates Segments

Active Pharmaceuticals Ingredients (API)

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

Formulations

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

Specialty Chemicals, Intermediates & Others

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

Diversified Product & Client Mix

Aarti Drugs Ltd.

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

Segmental Mix

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

Geographic Mix

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

API Therapy Mix

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

Customer Mix

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

Expanding Product Portfolio

Geographic Expansion

Diversified Customer Base

→

- ***Growth***
- ***Risk Minimization***

Journey

1984
Incorporation

1993
Listed on BSE Limited

1996
Amalgamation of Rupal Chemical Industries Ltd, Rashesh Chemicals & Pharmaceuticals Ltd, Manjarati Chemicals Pvt. Ltd, Manjarati Plastisizer Pvt. Ltd, Effective Chemicals Pvt Ltd, Star Aluminium Industries Ltd and AvezWire Industries Ltd.

2003
Listed On National Stock Exchange of India Limited

2008
One of our facilities got approved by the USFDA

2014
Crossed Rs. 1,000 crores turnover

Expanded into the formulations segment with our 100% subsidiary Pinnacle Life Science Private Limited

2021
Surpassed a consolidated turnover of Rs. 2,000 Crores

Pinnacle Life Science Private Limited surpassed a turnover of Rs. 200 Crores
----
Surpassed a Profit After Tax (PAT) of Rs. 200 Crores

2022
Crossed Rs. 2,500 crores Consolidated Turnover

2024
Forayed into the personal care segment with the commissioning of a greenfield project for dermatology products at Tarapur

2025
Capex for Greenfield project at Sayakha, Gujarat & Tarapur completed
----
Entered into share subscription and shareholders agreement with Prozeal Green Power Pvt Ltd. for setting up captive solar power plants in Gujarat and Maharashtra

Manufacturing Footprint

Aarti Drugs Ltd.

Baddi Pinnacle Plant
Formulation Plant WHO-GMP

Sarigam-1
WHO-GMP

Sarigam-2
WHO-GMP/
COFEPRIS/CEP

Sayakha
WHO-GMP

E-22
- Australian Government – Department of Health and Ageing - Therapeutic Goods Administration
- EUGMP / WHO-GMP / Japanese Accreditation
- USFDA*

G-60
- ANVISA-Brazil
- WHO-GMP
- COFEPRIS-MEXICO

E-21
- WHO-GMP
- K-FDA(Korean FDA)

N-198
EUGMP, WHO-GMP
& ISO Certification

K-40
WHO-GMP /
COFEPRIS

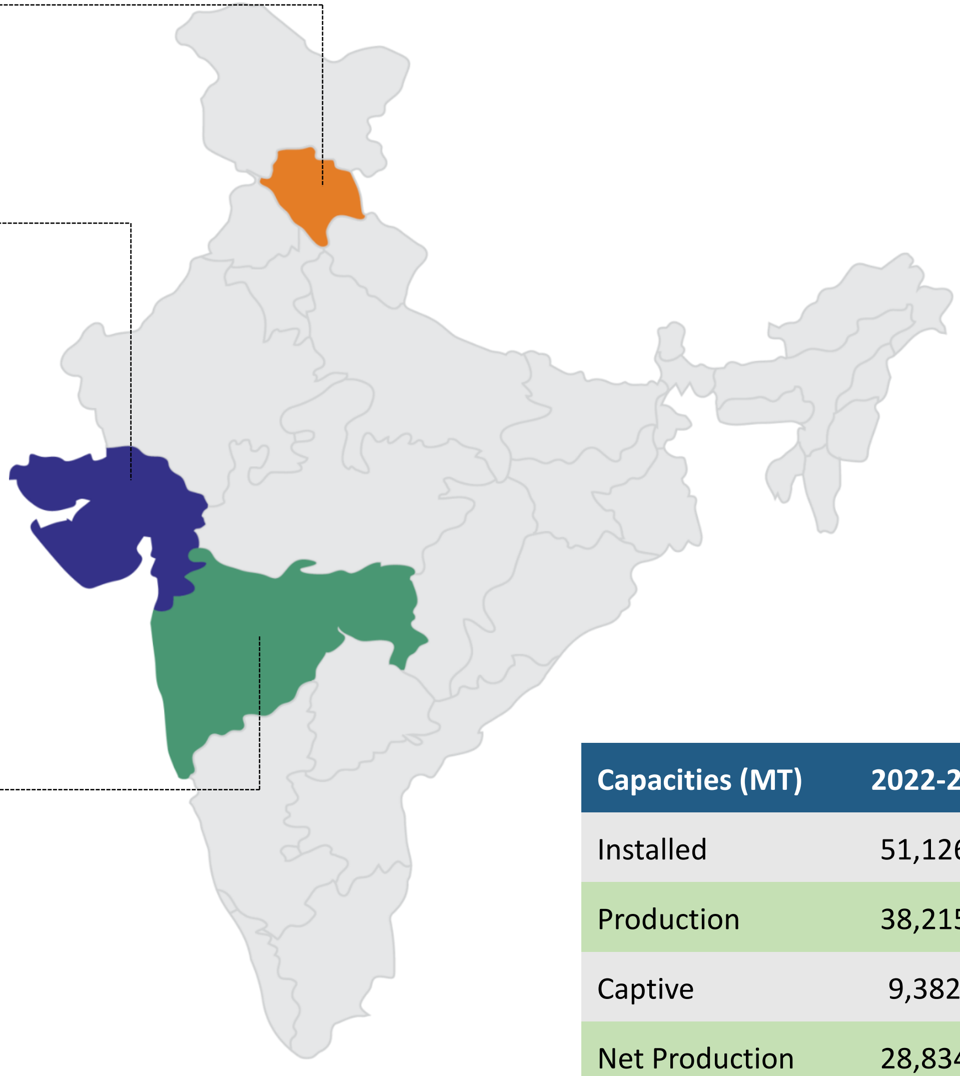
W-61
EUGMP & WHO-GMP

E-120
WHO-GMP

E-9/3
ISO-9001:2008

T-150
Intermediate
ISO Certification

G61/62
ISO certification



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

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

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

Diversified Geographic Presence

Aarti Drugs Ltd.

North America

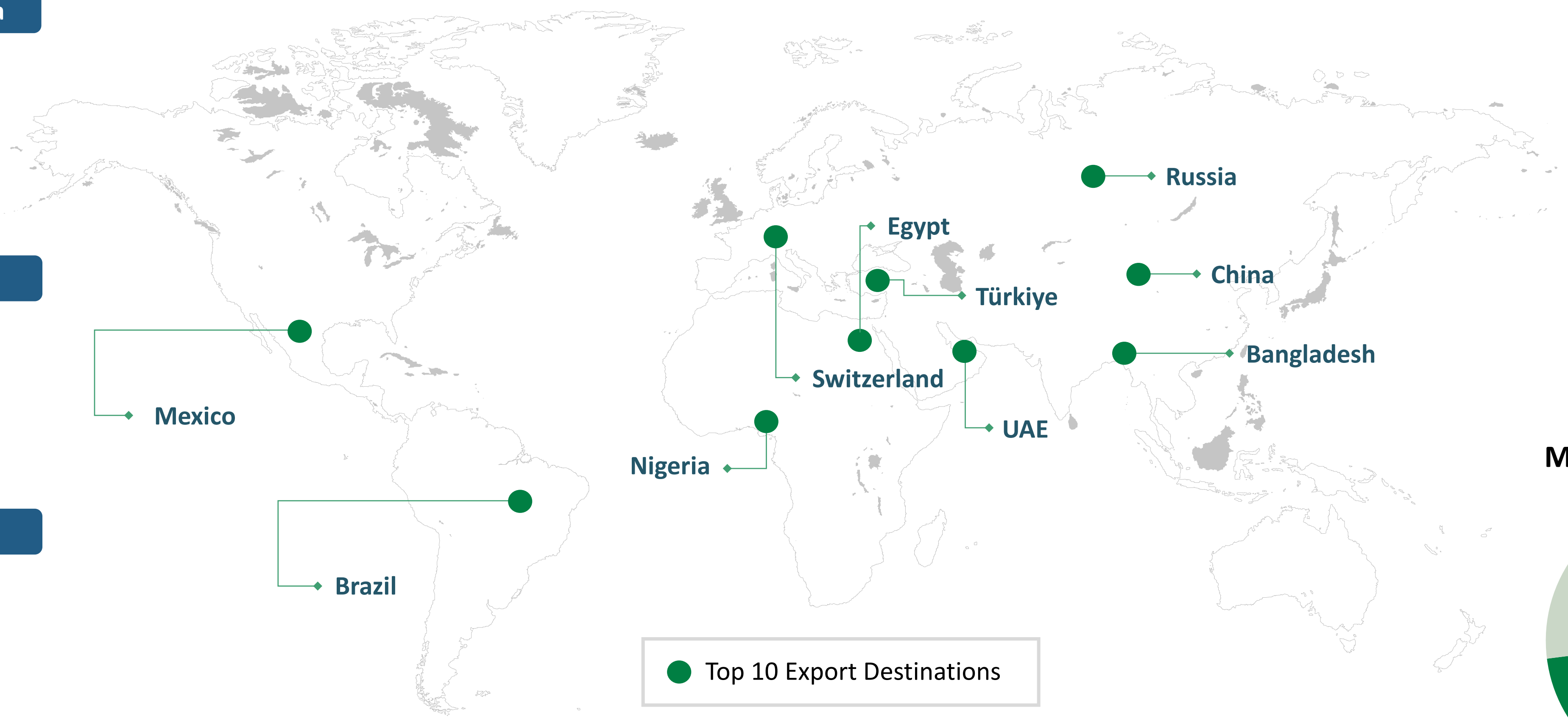
11% FY25 | 15% FY26

Latin America

14% FY25 | 12% FY26

Africa

11% FY25 | 12% FY26



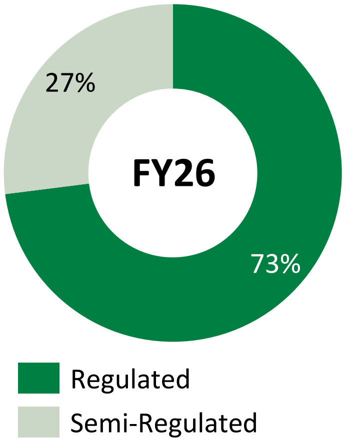
Europe

12% FY25 | 12% FY26

Asia

52% FY25 | 49% FY26

Market Segmentation



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

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

Our Esteemed Clientele

MICRO LABS	INTAS	Abbott	ALKEM	LABORATE PHARMACEUTICALS INDIA LTD	Indoco
Cipla	medley INTEGRITY IN MEDICINE	Unique PURITY EFFICACY STABILITY	Mankind Serving Life	Kopran	SUN PHARMA
Zydus Cadila	Alembic Touching Lives over 100 years	LUPIN PHARMACEUTICALS, INC.	SANOFI	torrent PHARMA	Pfizer zoetis

Our Vision & Mission

Aarti Drugs Ltd.

VISION

To be the Preferred Global Supplier of Bulk Drugs by:

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

MISSION

To achieve global market leadership by:

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

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

Key Executive Management

Aarti Drugs Ltd.

Shri Chandrakant V. Gogri
Chairman Emeritus

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

Shri Prakash M. Patil
Chairman, MD & CEO

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

Shri Rashesh C. Gogri
Managing Director

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

Shri Harshit M. Savla
Joint Managing Director

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

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

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

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

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

Shri Harit P. Shah
Executive Director

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

Shri Uday M. Patil
Executive Director

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

Members of Board

Independent Directors

Aarti Drugs Ltd.

Shri Ankit V. Paleja
Independent Director

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

Smt. Neha R. Gada
Independent Director

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

Shri Sandeep M. Joshi
Independent Director

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

Prof. Bhaskar N. Thorat
Independent Director

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

Shri Hasmukh B. Dedhia
Independent Director

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

Shri Ajit E. Venugopalan
Independent Director

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

ESG Initiatives

Aarti Drugs Ltd.

E Environment	Zero Liquid Discharge (ZLD)	Carbon Footprint Reduction	Eco-friendly Packaging	Efficient Utilities & Green Technologies
S Social	Healthcare Initiatives	Woman Empowerment	Fair Trade Practices	Gender Diversity
G Governance	Stakeholder Responsibility	Risk Management Governance	Adherence to Regulatory Compliance	Board Composition and Governance

Awards and Accolades

Aarti Drugs Ltd.

1991
CHEMEXCIL
Outstanding Performance in Export

2001
CHEMEXCIL
Outstanding Performance in Export, Organization of Pharmaceutical Product, Best Vendor

2005-06
AVAYA GLOBAL CONNECT
Customer Responsiveness

2009
CHEMEXCIL
Outstanding Performance in Export

2012
CHEMEXCIL
Outstanding Performance in Latin American Export

2013
ABBOTT
Best Vendor of the year

2014
CHEMEXCIL
Government of India (Ministry of Commerce and Industry)

Certificate of Recognition - Star Export House

2015-19
ABBOTT
Business partner of the year

2020-23
PHARMEXCIL
Outstanding Performance in Export

2024
SILVER 2024 ecovadis Sustainability Rating
EcoVadis assessment score is 69, secured the Silver Medal

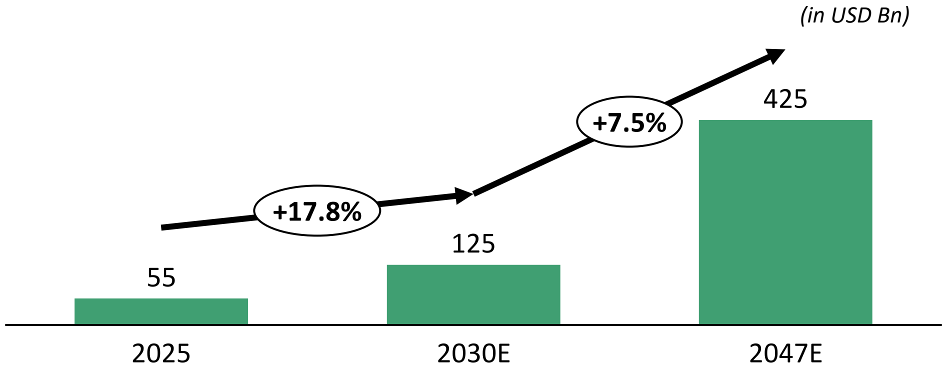
Industry Overview

Indian Pharmaceutical Industry

Aarti Drugs Ltd.

Indian Pharmaceutical Market Value

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



Largest Supplier of Generic Drugs

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

Exports Driven Growth

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

API Leadership

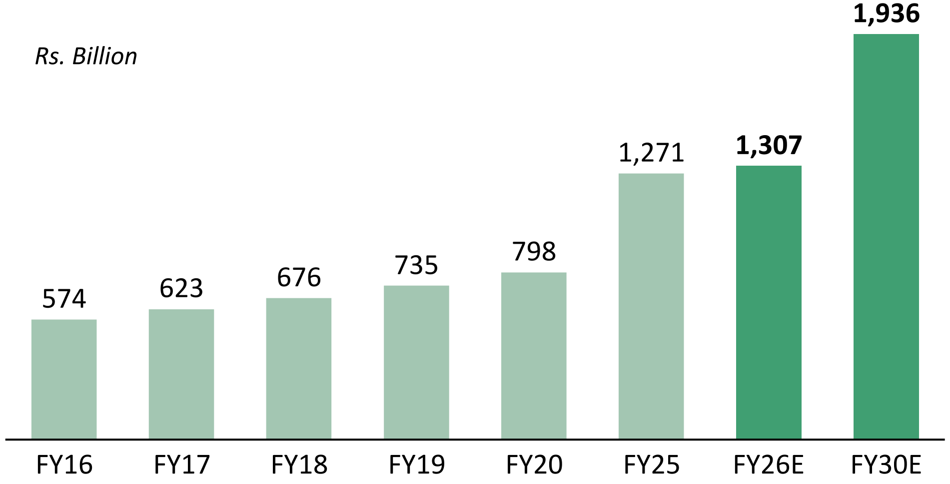
- India is ranked as the third-largest API market in the Asia-Pacific region, enjoying an 8% market share in the global market

20% — *India's Contribution to global generic drug exports*

8% share — *API market (third largest globally)*

34% — *Contribution to pharma market by cardiac, gastrointestinal and anti-diabetic segments*

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



Source: KPMG, Indian Pharma Outlook, Global Market Estimates

Multiple Triggers will lead to high Growth Momentum

Aarti Drugs Ltd.

Robust Domestic Demand

- Rising domestic population
- Higher Insurance Coverage penetration

Increased Investments

- 100% FDI in the pharmaceutical sector under automatic route

Government Support

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

Technology

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

Innovation and R&D

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

Cost Advantage

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

Key Strengths & Growth Drivers

Unique Competitive Position

Aarti Drugs Ltd.

Economies of Scale	Good Purchasing Power	Long-term relationship; repeat business from customers	4 decades of experience
Superior Quality	Client Diversification	Strong International presence	Less regional dependence

Known brand in API space + **Process improvement R&D, cost leadership** + **Phase-Wise Capex to mitigate debt trap risks** + **Green field projects** + **High entry barriers**

Known brand in API space	Process improvement R&D, cost leadership	Phase-Wise Capex to mitigate debt trap risks	Green field projects	High entry barriers
Reliable in terms of quality and timely deliveries. Honouring commitments in changing market conditions	Thus, fundamentals right from procurement, production till sales have a strong foundation and sound setup	Newer capacities established since last two years will help grow top-line	Sufficient land parcels in industrial zones in Maharashtra and Gujarat to take care of green field projects in next 3 to 4 years	• High regulatory standards • Capex requirements • Long gestation period • R&D costs

Aarti Drugs is well poised to overcome industry challenges

Aarti Drugs Ltd.

Specialized player in the highly challenging Pharmaceutical Industry

Industry's Unique Challenges

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

Aarti Drug's Core Competencies

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

Well placed to capitalize on future growth opportunities

Growth Strategies

Aarti Drugs Ltd.

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

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

₹200 Crore Investment

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

Premium Pricing and Technical Moat

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

Regulated Market Sales

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

Therapeutic Expansion

Expanding beyond traditional APIs into complex medicine categories for global patients

Growth Strategies

Aarti Drugs Ltd.

Capacity Expansion and Backward Integration leading to improved Asset turns

Commencement of Operations

- Operationalized two greenfield facilities
  - Sayakha Amines
  - Tarapur Salicylic acid
- Sayakha facility manufactures Di-, Mono-, and Tri-methylamines (DMA, MMA, TMA) and derivatives, which are key inputs for APIs such as Metformin.
- The facility is strategically aimed at backward integration
- leverage
- Tarapur facility operations scale-up in progress

01

Anti-diabetic

- Current capacity: ~1,400 TPM
- Scaling to: 2,000–2,200 TPM (existing site)
- Additional 800 TPM brownfield expansion underway
- ~500 TPM targeted for USFDA markets
- Construction completion expected in 6-8 months
- Expected impact includes margin expansion, cost control, and improved operating
- Launch of Gliptins to further enhance category

02

Antiprotozoals

- Enhancing the position in the Indian market focused on selected products, aimed to increase production capacity by ~40%
- Secured approval to market the products in China, expanding into new territories
- Pursuing incremental expansions and improving downstream products within the antiprotozoals segment

03

Anti-inflammatory

- Targeting highly regulated markets, undertaken the construction of a multi-purpose facility
- The brownfield expansion of existing facilities is underway for few therapeutic drugs in this segment
- Expected annual revenues of ~Rs. 35-50 Crores based on product selection

04

Brownfield / Greenfield Capacity Expansion

Backward Integration

De-bottlenecking

→

Asset Turn - 2.5x

Revenue:
Rs. 1,200 crores
+
Captive consumption:
Rs. 300 crores

→

Revenue Growth

Higher Margins

Higher RoCE

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

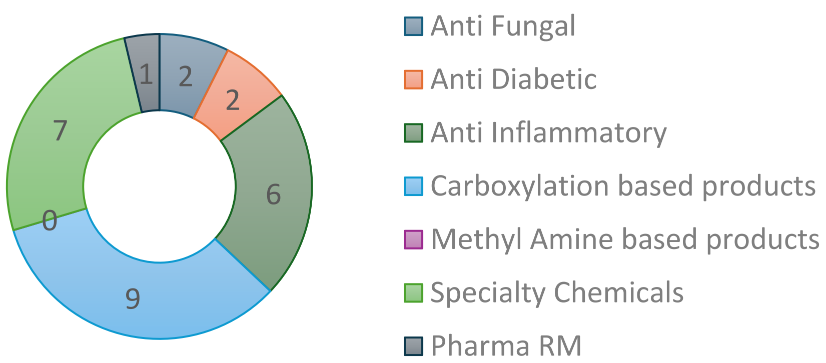
Product Pipeline

Aarti Drugs Ltd.

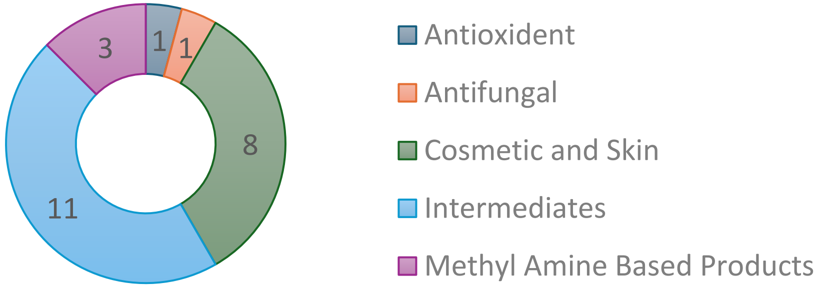
As of 31-Mar-26

API

Product Under Development

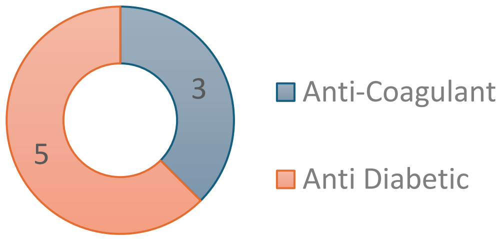


Product Under Pipeline

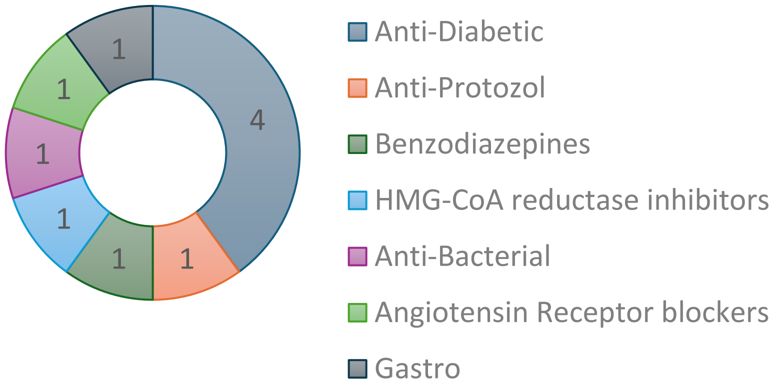


Finished Dosages

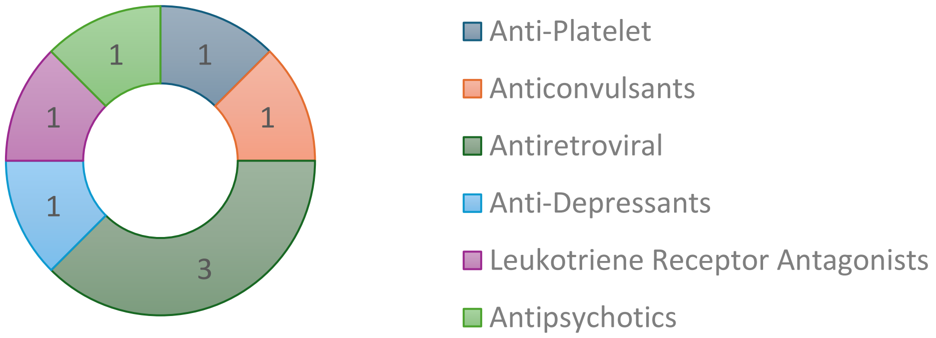
Product Under Development : New Age Molecules For regulated Markets



Product Under Development: LATAM & Emerging Markets



Product Under Development



Number of Products

Strong R&D thrust on continuous innovation

Aarti Drugs Ltd.

R&D Center at Tarapur

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

R&D Center at Turbhe

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

✓ Well supported by in-house project management team to ensure timely implementation of new products on commercial scale

✓ Developed 30+ APIs (new and existing) in last 5 years

✓ Developing new age Formulation products for Europe, USA, Australia, Brazil, Canada & Chile for Day 1 launches

✓ Plans to expand R&D capabilities to develop complex Semi solids (creams & ointments) as well as Oral liquids

✓ Majority of products developed with integrated API provides an end-to-end control

2
Doctorates

75
Master Graduated (M.Sc.)

3
Technicians

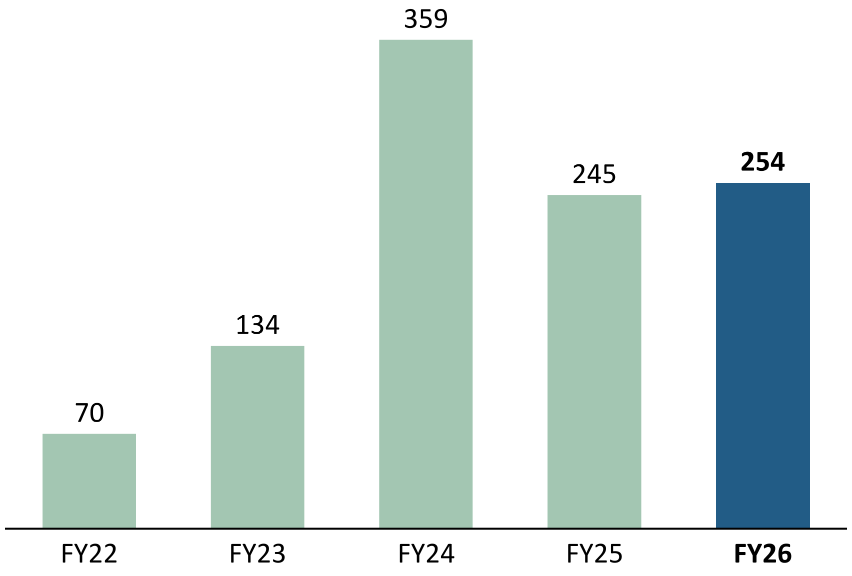
Rs. 66 Crores
R&D Spends (FY26)

38
Graduates (B.Sc.) & Engineers

Robust Balance Sheet

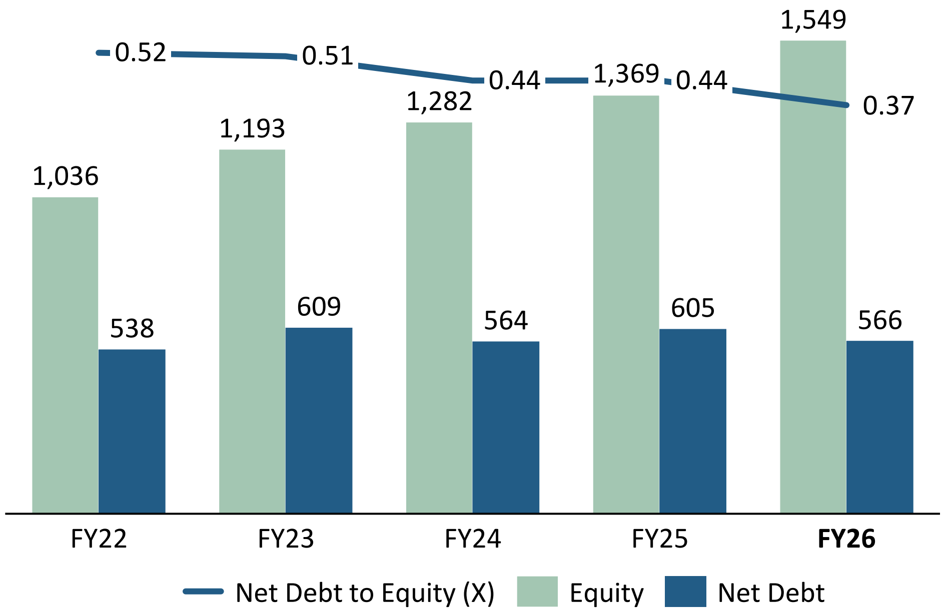
Net Operating Cashflow

(in Rs. Crore)



Debt to Equity Profile

(in Rs. Crore)



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

Strong net operating cashflow generation

Low leverage provides Balance Sheet strength

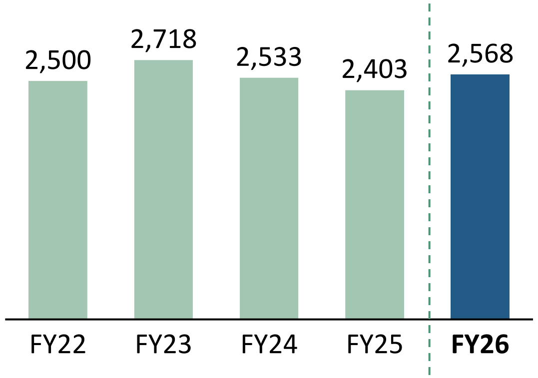
Historical Financial Performance

Historical Consolidated Performance

Aarti Drugs Ltd.

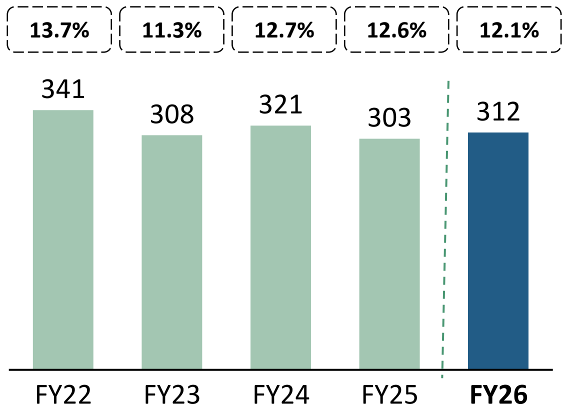
Total Revenue

(in Rs. Crore)



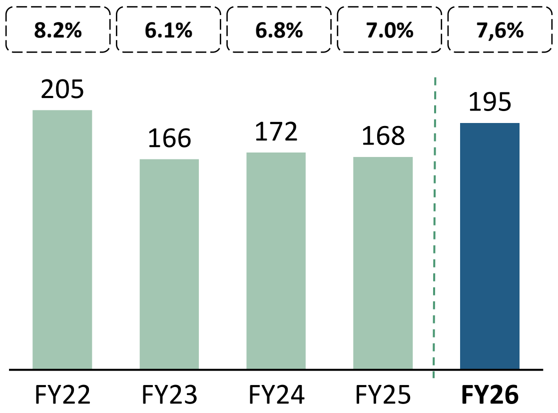
EBITDA & EBITDA Margin

(in Rs. Crore)



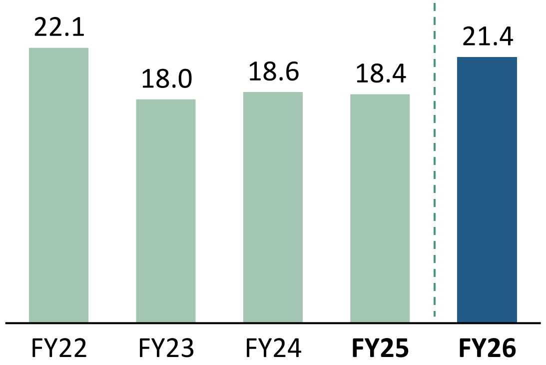
PAT & PAT Margin

(in Rs. Crore)



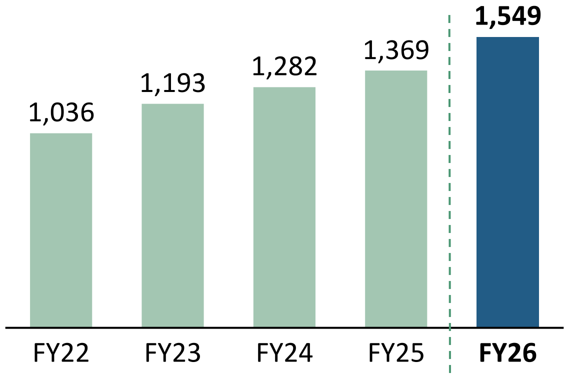
Earnings Per Share

(in Rs.)

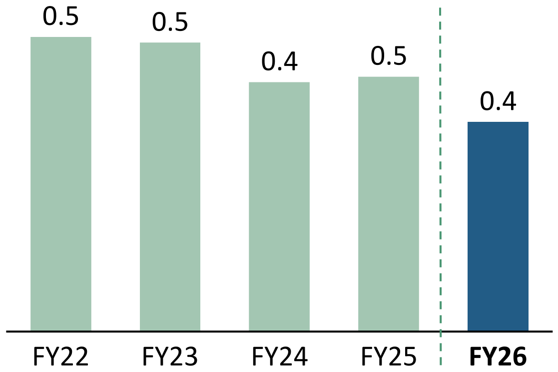


Net Worth

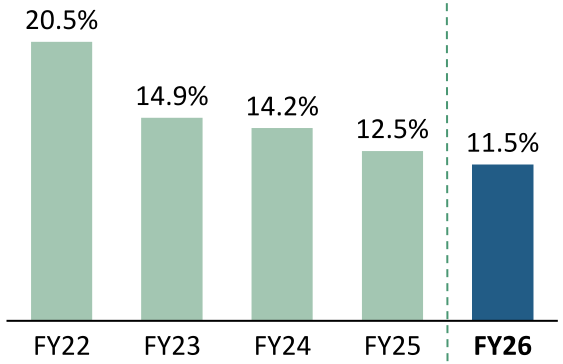
(in Rs. Crore)



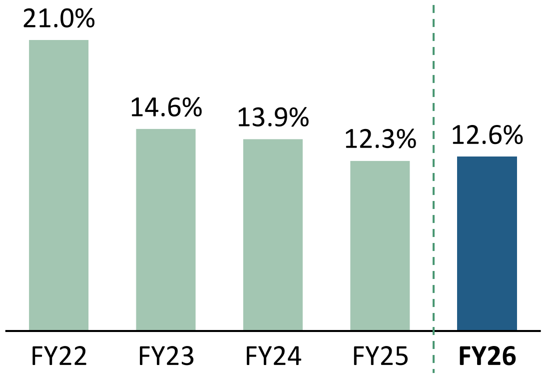
Leverage (X)



RoCE (%)



RoE (%)



Note: EBITDA includes other income

Historical Profit & Loss Statement

Aarti Drugs Ltd.

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

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

Consolidated Balance Sheet

Aarti Drugs Ltd.

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

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

Consolidated Cash Flow statement

Aarti Drugs Ltd.

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

Rewarding Shareholders over time

Aarti Drugs Ltd.

Distribution Policy

Considering various financial parameters, the Company may elect to distribute

~15% to 30%

of Consolidated Net Profits

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

+

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

=

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

Aarti Drugs Ltd.

Thank You

Company: Aarti Drugs Limited

CIN: L37060MH1984PLC055433

Aarti Drugs Ltd.

Mr. Rushikesh Deole

investorrelations@aartidrugs.com / +91 22 24048199

www.aartidrugs.co.in

Investor Relations: Strategic Growth Advisors (SGA)

CIN: U74140MH2010PTC204285

SGA Strategic Growth Advisors

Mr. Deven Dhruva / Ms. Krisha Shrimankar

deven.dhruva@sgapl.net / krisha.shrimankar@sgapl.net

Tel: +91 98333 73300 / +91 87797 99281