



**BETA**  
DRUGS LTD.

# **Investor Presentation**

## **H1'25**

# H1'25: Key Highlights



Healthy growth in Domestic own brand, API & International business



Strong financial growth



Increased contribution of new launch products



ZAZIBONA audit successfully completed

# Healthy Growth in H1'25(Y-O-Y)



**DOMESTIC OWN  
BRAND**

**30 % growth\***



**International  
business**

**141 % growth**



**API Business**

**20 % growth**

\* Including cosmeceutical sales

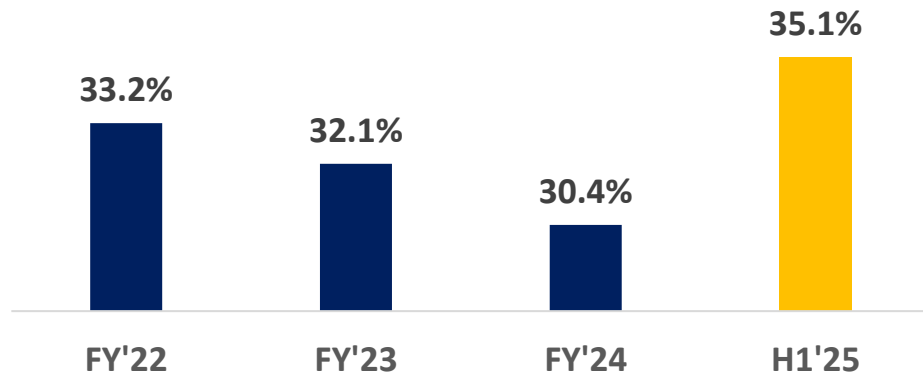
# H1'25: Improvement in Financial Performance



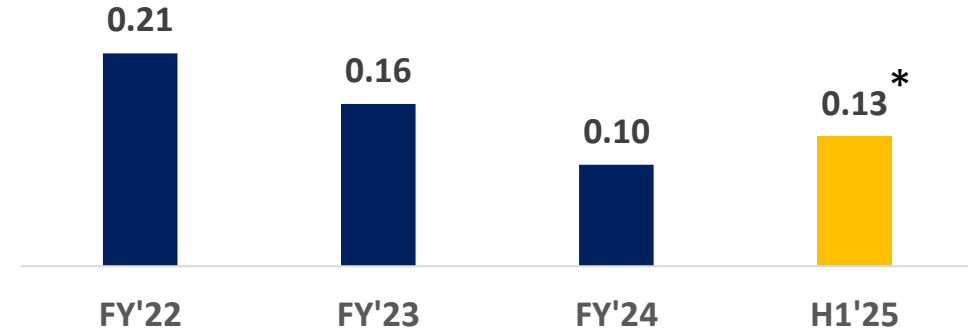
## PERFORMANCE

	FY'22 (Rs Cr)	FY'23 (Rs Cr)	FY'24 (Rs Cr)	H1'24 (Rs Cr)	H1'25 (Rs Cr)	Growth over H1'24
Total revenue	183.84	227.11	295.71	141.27	180.3	28%
EBITDA	43.45	53.88	61.36	33.39	40.31	21%
PAT	24.83	30.72	36.4	19.87	24.44	30%

## ROCE

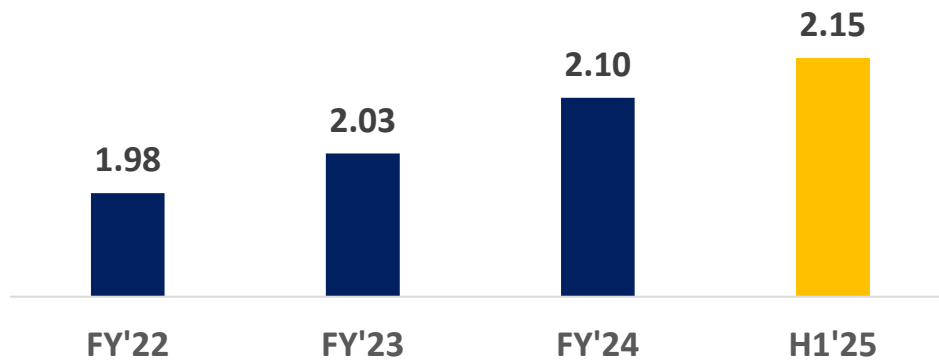


## Debt to equity ratio

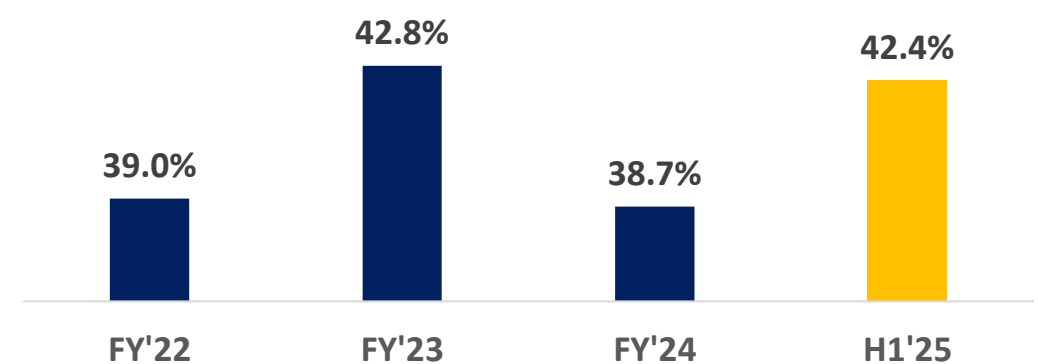


\* New ₹5 crore term loan secured in FY'25 for development of R&D and new corporate office site (worth Rs.15 Cr)

## Current Ratio

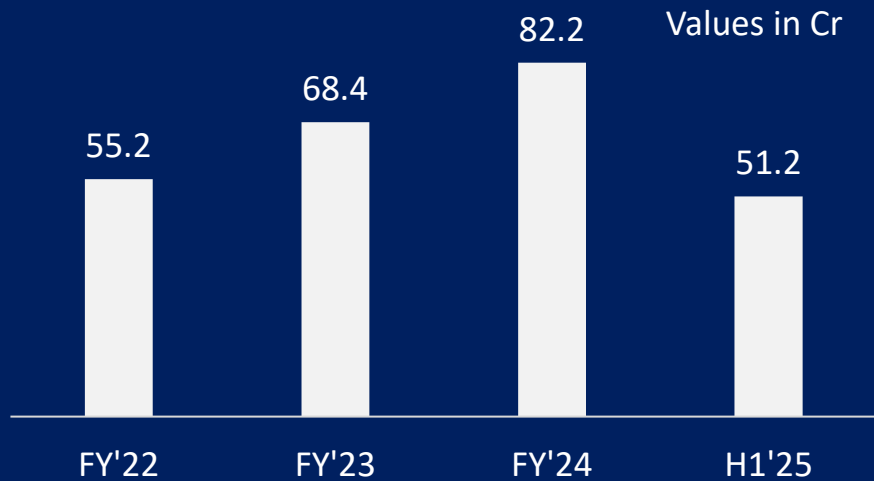


## % Gross Margin



## Finished formulation sales: Oncology

Values in Cr



- More than 1500 prescribers
- 10 brands are in top 5
- Deeper penetration in private, corporate & government hospitals
- Added 200+ new prescribers in H1'25
- Strengthen supportive care basket

## Growth drivers

### Geo expansion

Initiated commercialization in 3 major countries: Algeria, Peru & Philippines

Plan in H2: Colombia, Mexico, Azerbaijan, South Africa, Malaysia, Vietnam, Thailand, Zimbabwe, Morocco, Namibia, Botswana

### Key regulatory Achievement in H1'25

193 new dossiers shared to respective countries  
29 dossiers submitted to MOH  
14 new registration approvals which will open up a market of USD 5 Mn

### EAEU approval

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

### ZAZIBONA approval

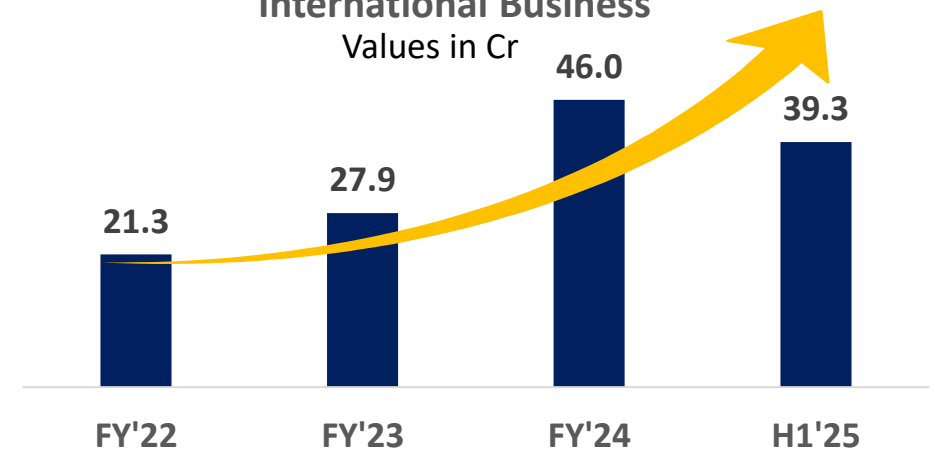
It will lead to geographical expansion in Zambia, Zimbabwe, Botswana & Namibia

### Exponential growth

**Triggered  
EuGMP & COFEPRIS**

### International Business

Values in Cr

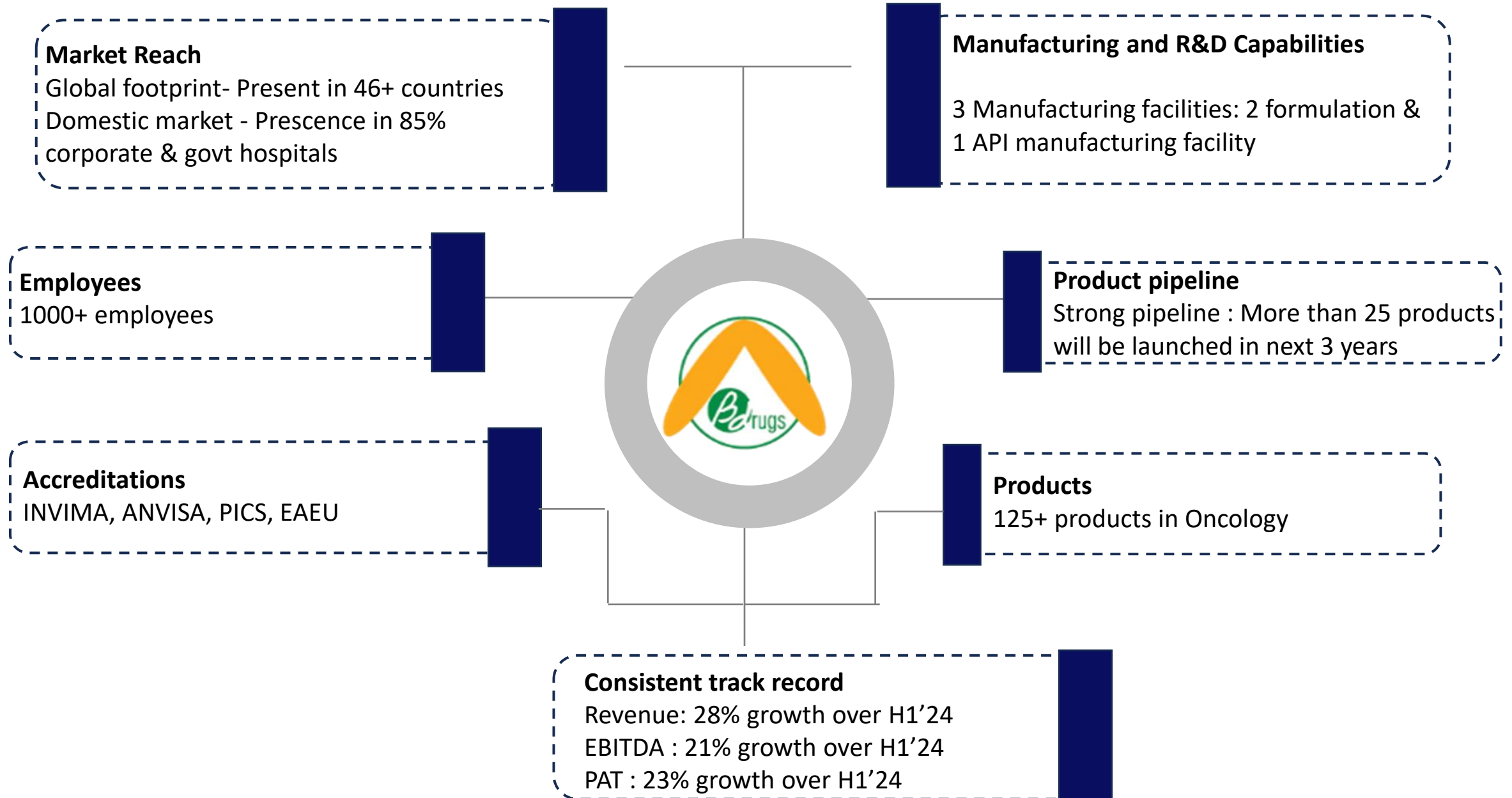




# About Company



# Fastest Growing Indian Oncology Company



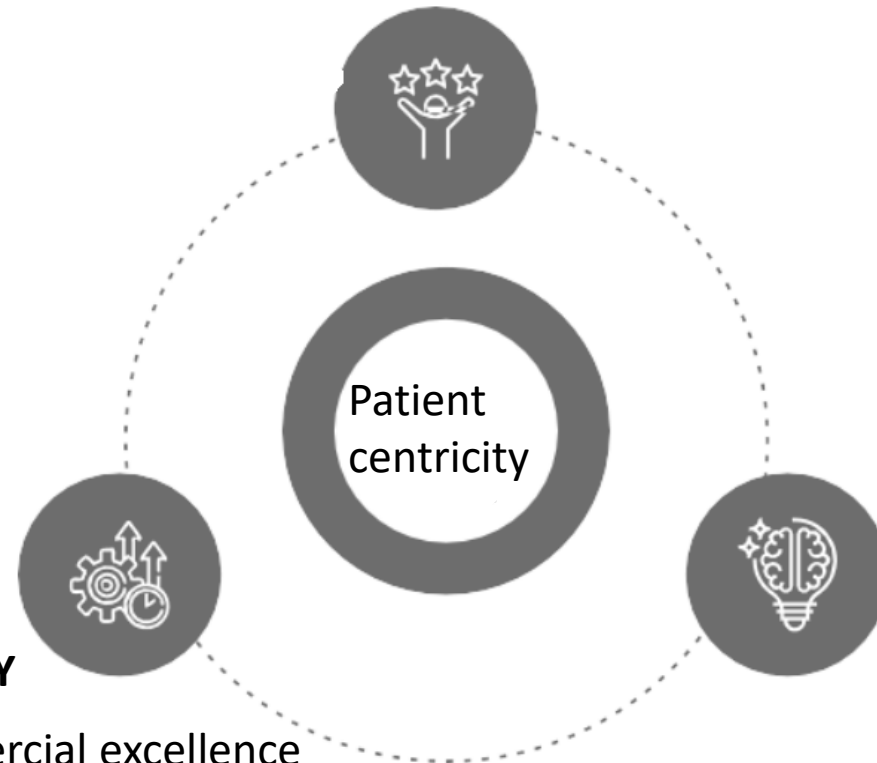
# Our Approach



*With patients at the center, our approach is driven by three pillars of Market Leadership, Productivity and Innovation*

## LEADERSHIP IN NICHE SEGMENT

- Focus on 'products that matter'
- Economy of scale, complex and clinically differentiated products



## INCREASE PRODUCTIVITY

- Operational & commercial excellence
- Continuous improvement

## FOCUS ON PATIENT NEED

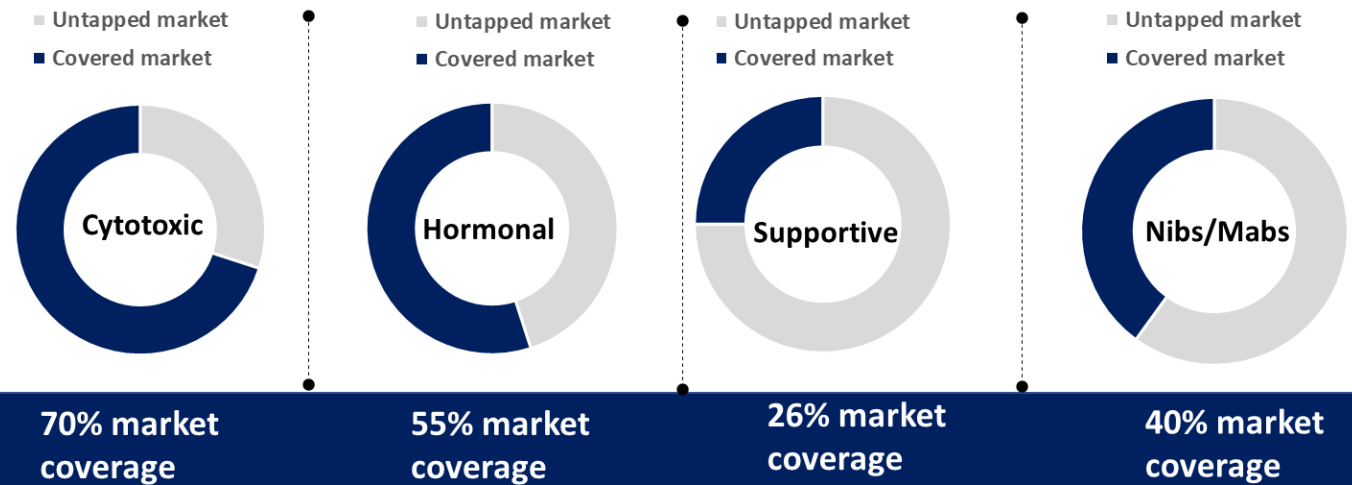
Investing in innovation space to meet patient's unmet needs, patient's convenience, enhance safety & efficacy

# Offering Quality Affordable Healthcare Products



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

## Our coverage in different segments of Oncology



# Most Active in NDDS Formulations with Limited Competition



With the help of our Research and Development

# 8

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



**Patient's Compliance**



**Better Safety**

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



**Efficacy**

**Megestrol Acetate**  
Oral Suspension 40mg/ml



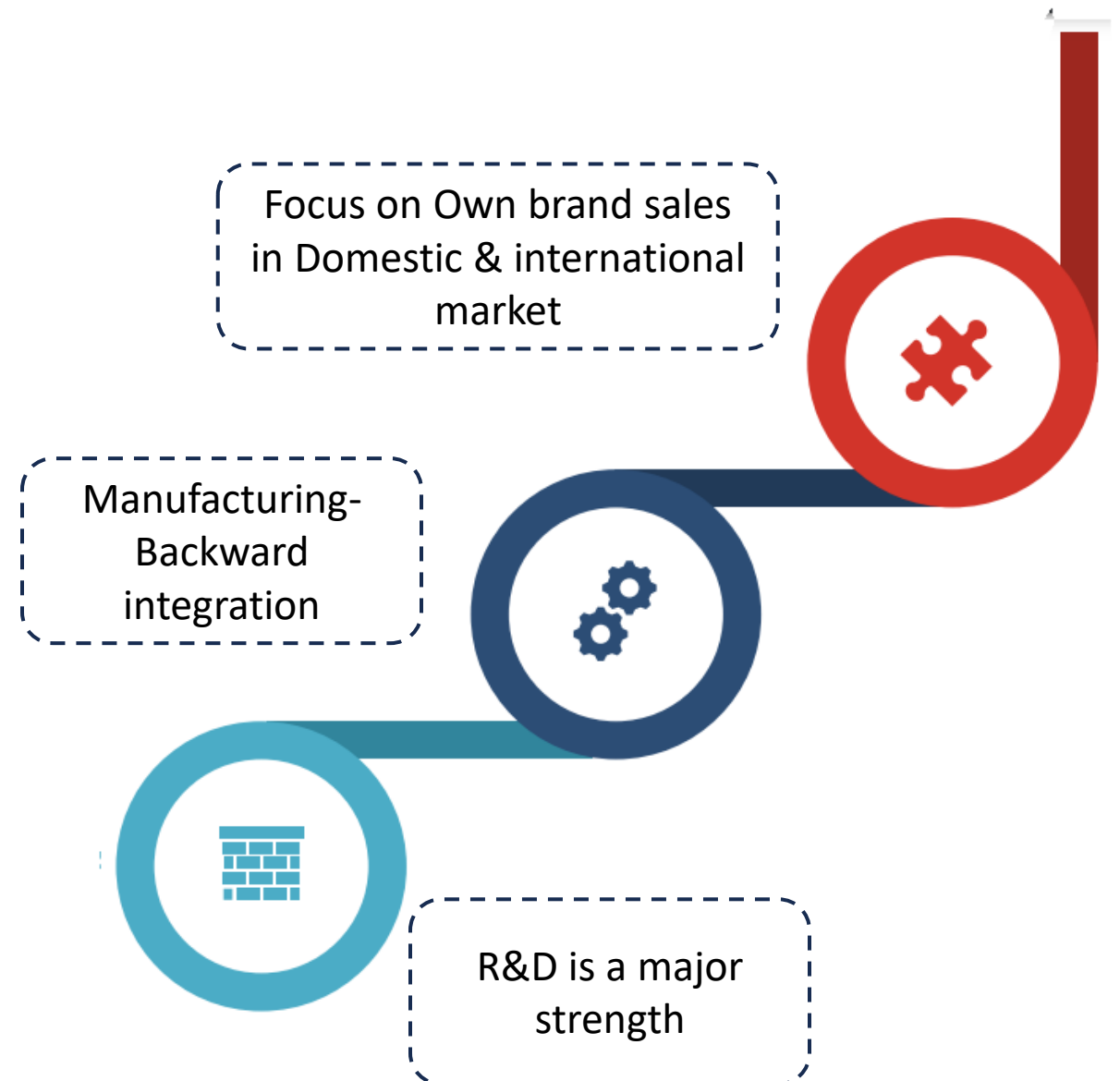
**Imatinib**  
Oral Solution 80mg/ml



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

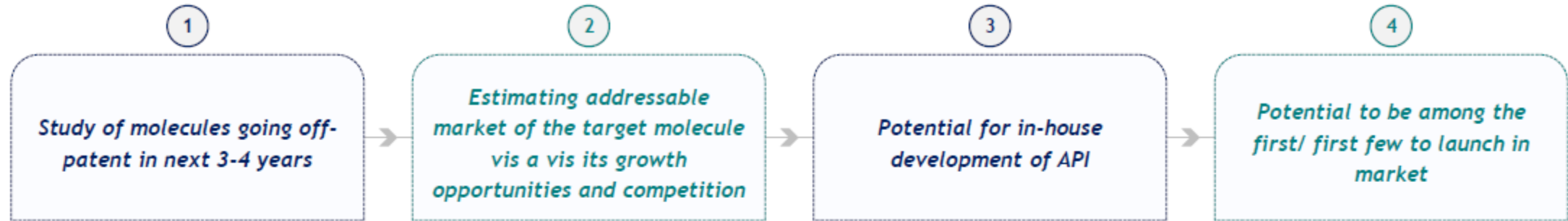
Becoming a high performing healthcare company by leveraging our key strengths

## Key Strengths



# Focus on Research & Development

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



Product selection strategy

Development of new molecules

Development



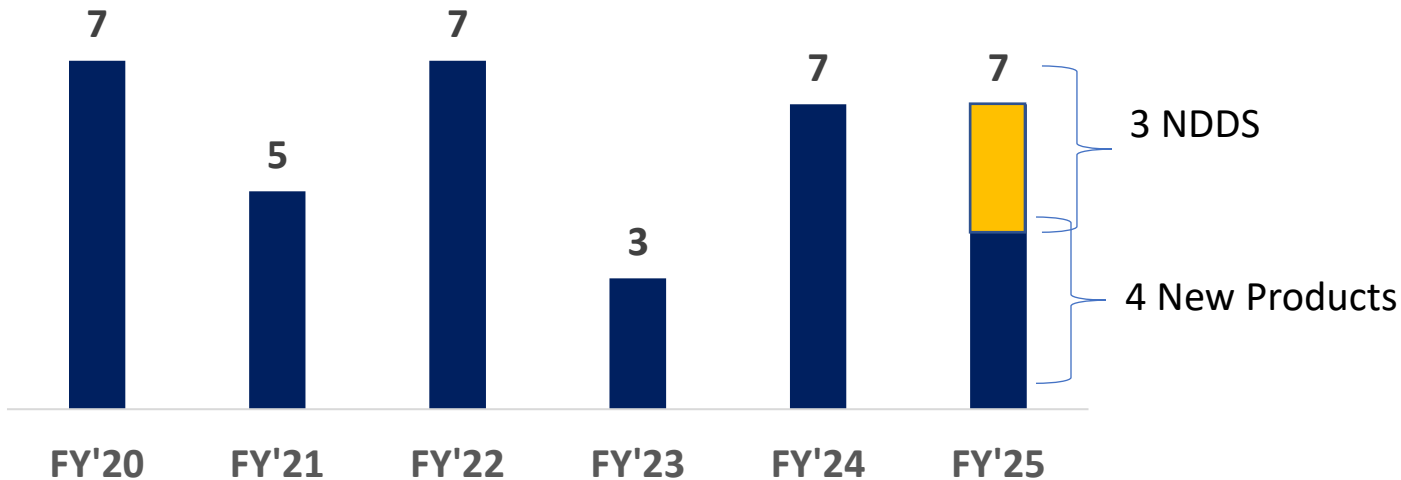
# Focus on Research & Development



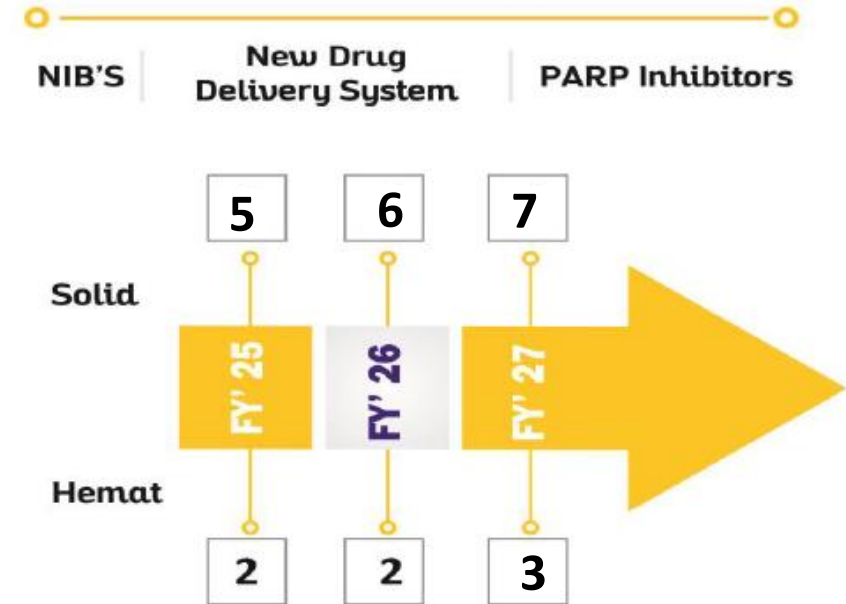
New product development are pivotal to our growth

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

Year wise number of new brand launches



## Strong product pipeline



## New product development are pivotal to our growth

**3 new brands launched in H1'25: Glushield, Adloid & Karezus**



**Set to launch new NDDS formulations in H2'25**

**Imatinib**  
Oral Solution 80mg/ml



**Working on FTTs to be launched in FY'24**



## Formulation and API plant

**High level of backward integration from conception to commercialization**

70% of API requirements are manufactured in-house

**Manufacturing wide range of finished formulation products**

Various forms of oral solids, liquids, injectables, suspensions & syrups

**Approved by the world's prominent regulatory bodies**

ANVISA Brazil, INVIMA, PICS, EAEU

**Strong new product pipe-line**



**3** Manufacturing facilities

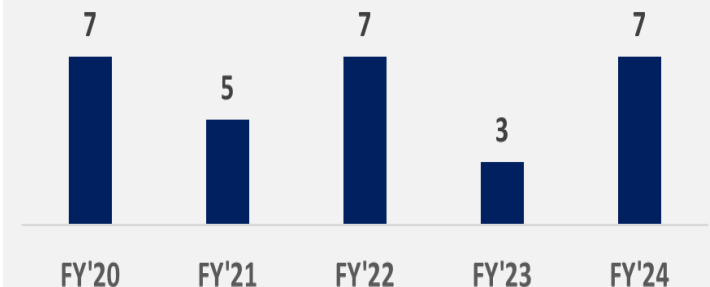


**120+** SKUs



**23** Strong R&D  
New products in the pipe-line

Year wise number of new brand launches



# Backward integration – key to higher margins



## ADLEY LAB LTD.

Wide portfolio of API related to Oncology drugs

70% of API for formulations manufactured in-house

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

### API business provides competitive advantage

**Strategic business enabler for the manufacturing of cost –effective formulations**

**Strengthening portfolio:** Developed 10 new products in FY 23-24

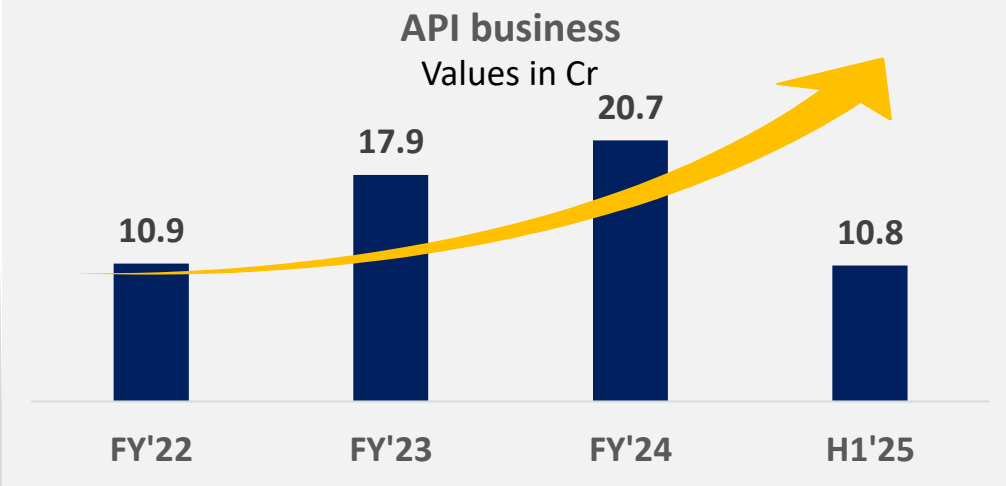
**Line expansion** to focus on EU GMP

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

**Strong external customer base** including large generic companies

**Initiated export** of API in non- regulated market

Successfully transferred from lab and Commercialized: Acalabrutinib & Olaparib



### Key Highlights

#### Six DMF filed in Brazil

Global oncology API is a large market allowing significant export potential for the company

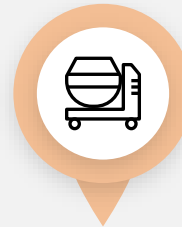


**Focus on Own Brand Sales in Domestic &  
International Market**

# Leveraging our Strength for the Growth in Domestic Market



*Increasing our presence in tier 2 & tier 3 cities*



*NDDS formulations are giving competitive edge to grow in domestic market*



*Strengthening Hemato & Uro Oncology presence*



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

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

# Making Inroads in Cosmeceutical Market

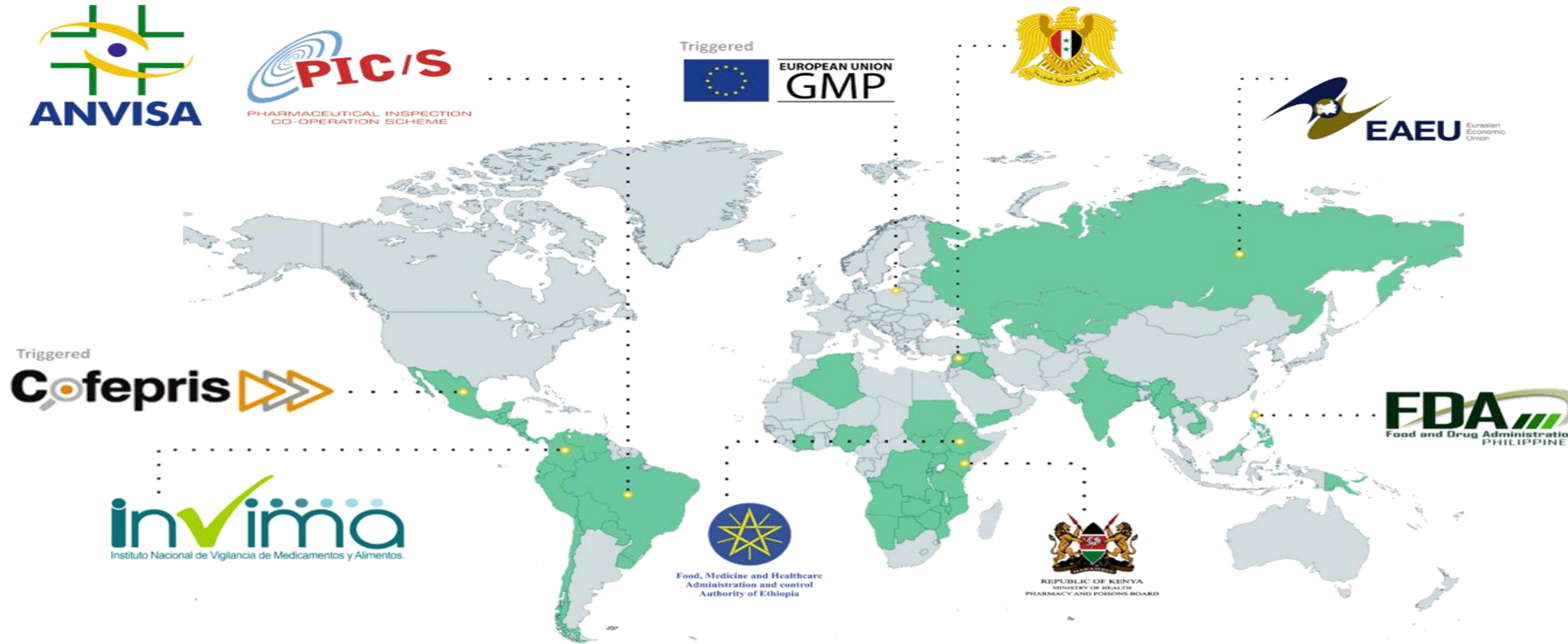


- **PAN India** presence
- Increased reach to **6000** customers

Reached to the average sales of **1 Cr sales /month**  
Growth: **105 % vis a vis H1'24**



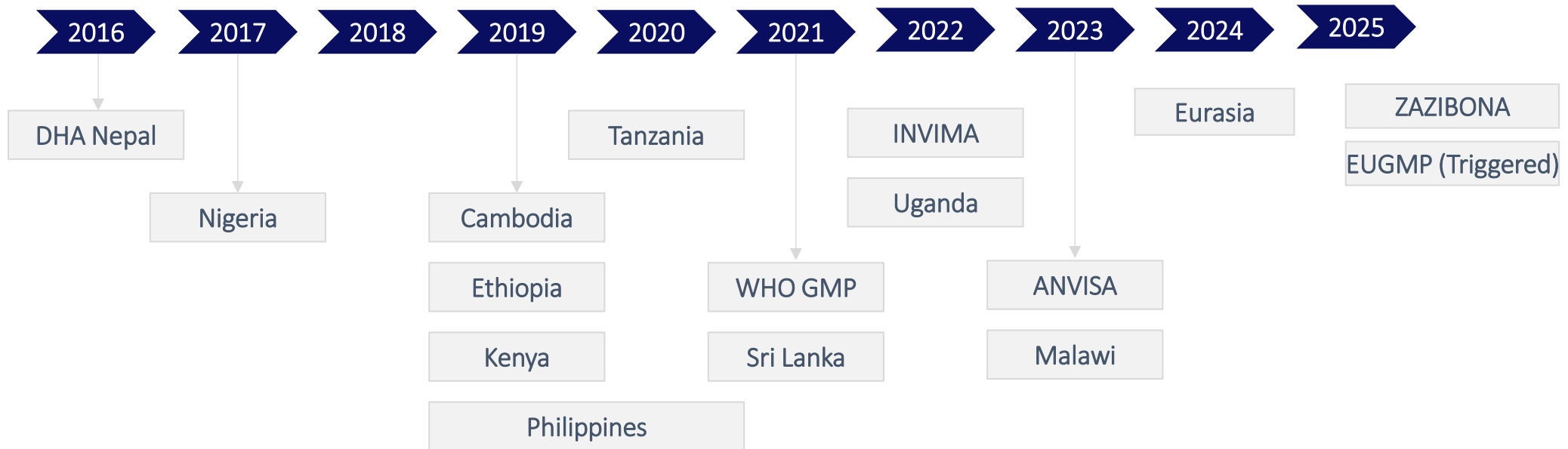
Present in more than 46 countries  
250+ registrations



# Leveraging our Strength for the Growth in International Market



## Global accreditations to expand the international business across the globe



*Plans to expand in regulated markets with EUGMP audit*

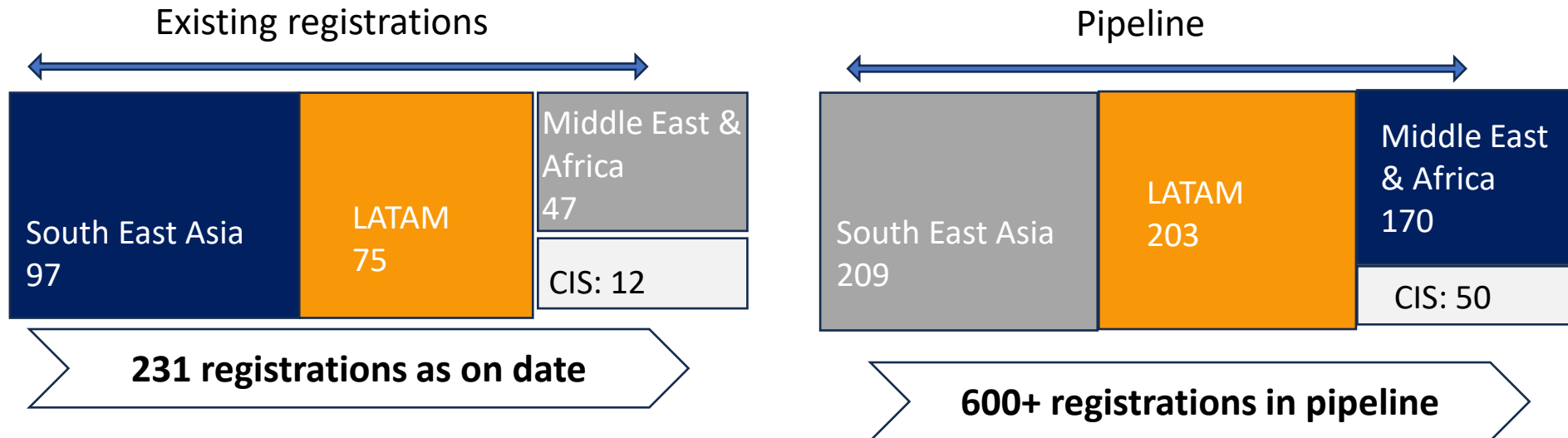
*EAEU, ANVISA and INVIMA approvals to help cater to lucrative semi-regulated markets*

*Strong foothold in LATAM, Asia and African markets*

## Focus on product registrations

### International Market

#### Robust pipeline ahead





# Our CDMO Partners



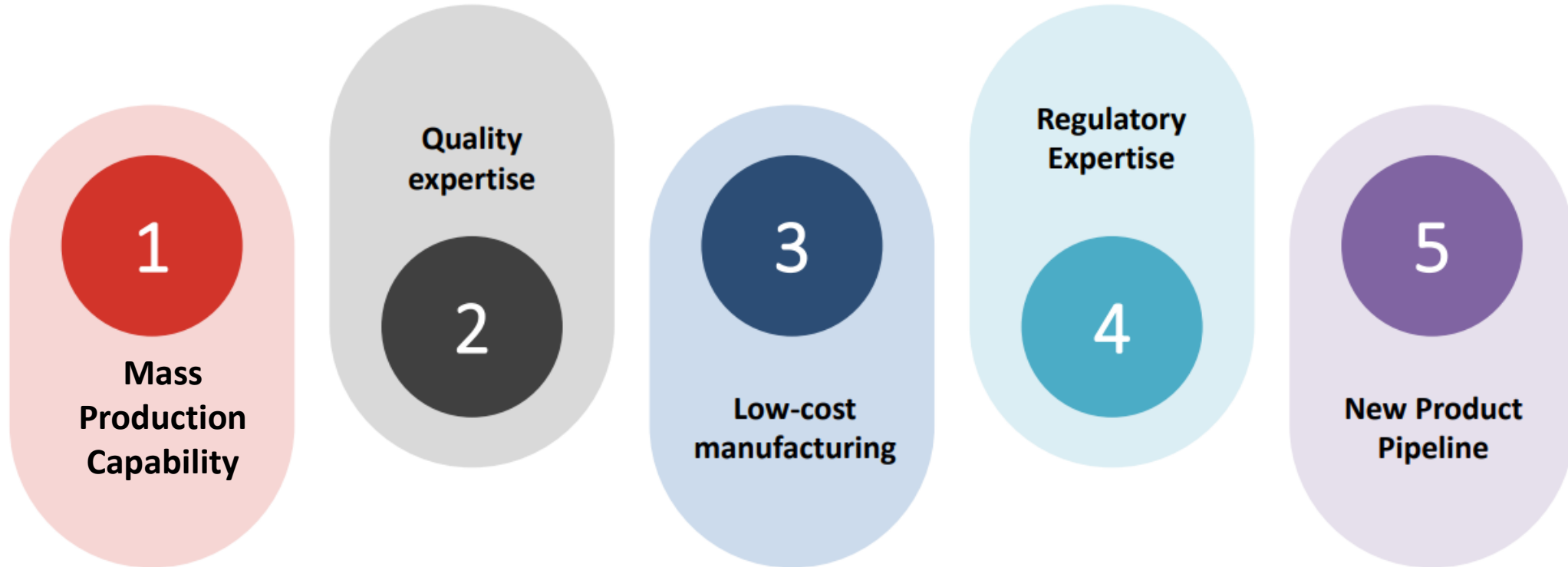
- ✓ Partnership with 50+ companies
- ✓ 20+ top pharma companies are associated with us since last 5 years
- ✓ One new dedicated injectable block added at Adley formulations plant with 2 more lyophilizer (Production started)
- ✓ Capacity of lyophilized products has increased. It helped to reduce lead time for order execution



We are a Preferred Partner for Many Top Indian Pharma Companies



Because of...



# Clear roadmap to become one of the largest oncology companies in India

## 1 Launch of new products

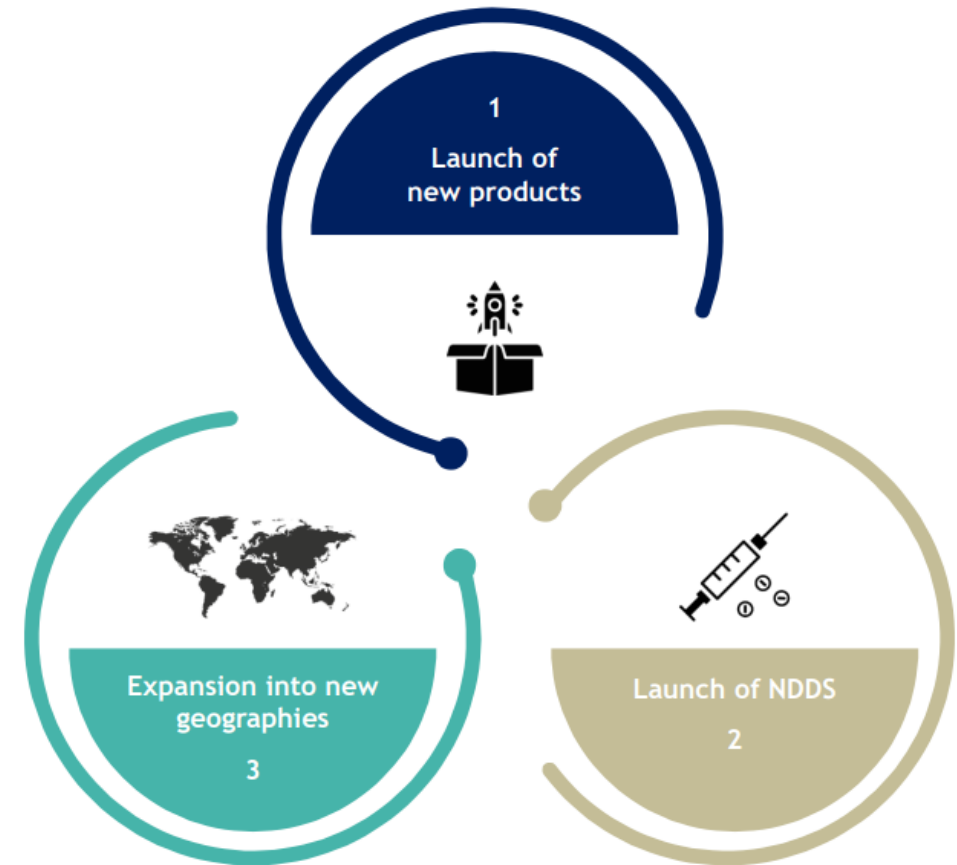
Beta Drugs Ltd is amongst the first companies to launch of the new products going off patented

## 2 Launch of NDDS

Launch NDDS for key molecules which have not been launched by any competitor

## 3 Expansion into new geographies

Penetration into new geographies and growth in existing geographies



# Consolidate Balance Sheet



	FY'22 (Rs Cr)	FY'23 (Rs Cr)	FY'24 (Rs Cr)	H1'24 (Rs Cr)	H1'25 (Rs Cr)
Share capital	9.61	9.61	9.61	9.61	9.61
Reserves	82.73	113.27	147.5	132.36	171.25
Borrowing (Long term & short term)	16.58	16.04	11.00	15.42	19.06
Other liabilities	48.93	59.5	85.98	79.87	94.59
<b>Total liabilities</b>	<b>157.85</b>	<b>198.42</b>	<b>254.09</b>	<b>237.26</b>	<b>294.51</b>
Fixed asset (Net of depreciation)	54.96	62.76	64.59	64.28	65.96
Non current investment	0.78	0.78	-	-	-
Cash & cash equivalent	17.32	19.16	28.63	23.35	27.89
Other assets	84.79	115.72	160.87	149.63	200.66
<b>Total assets</b>	<b>157.85</b>	<b>198.42</b>	<b>254.09</b>	<b>237.26</b>	<b>294.51</b>

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