

# Investor Presentation H1'26



# Key Highlights

01

Healthy growth in domestic Own brand & API business

03

Getting stronger in Cosmeceutical market. Launched Italian derma fillers in Indian market (exclusive in-licensing agreement with Promoitalia)

05

Strong EBITDA margin

- 23.08% (Oncology & cosmeceutical market)
- 24.12% (Only Oncology)

07

Expanded our International presence to 46+ countries

02

Beta acquired an oncology intermediate facility, strengthening integration and reducing import dependence.

04

New launches driving a growing share of overall business

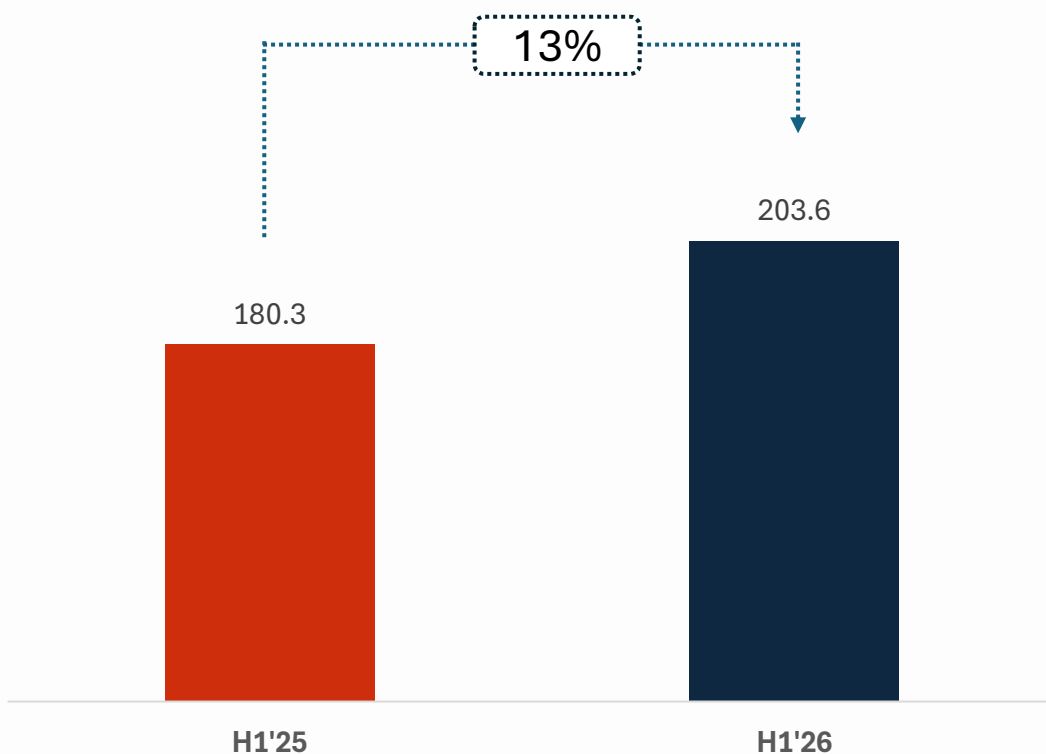
06

INVIMA- Colombia approval, for its injectables (liquid and lyophilized) formulations

08

Successful audit of Mexico (COFEPRIS) Beta

# Result overview : H1 FY'26 vs H1 FY'25



- **Total revenue grew 13% to ₹ 203.6 Crs**
- **Domestic Own-brand formulations grew 21%.**
- **Cosmeceutical brands** delivered growth of **40%**, reflecting strong market traction.
- **International business grew 10%** marking Beta's growing global presence and brand acceptance.
- **CDMO business up 8%**, reflecting steady client engagement and capacity utilization.
- **API external sales rose by 14%**, showcasing strong momentum.

# Financial overview

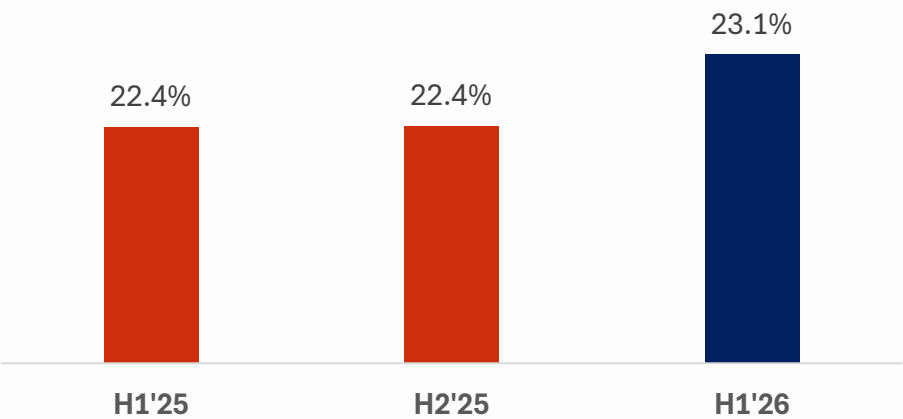


## PERFORMANCE

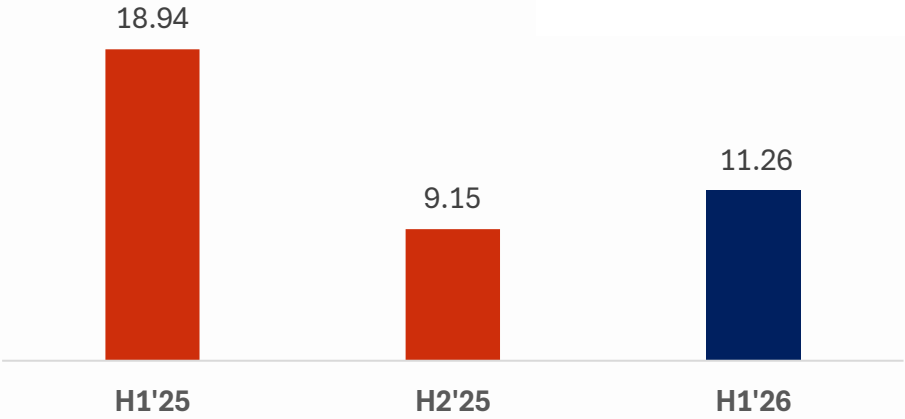
	FY'23 (Rs Cr)	FY'24 (Rs Cr)	FY'25 (Rs Cr)	H1'25 (Rs Cr)	H1'26 (Rs Cr)
Total revenue	227.1	295.7	362.4	180.3	203.6
EBITDA (before exceptional items)	53.9	61.4	81.0	40.3	47.0
PAT (before interest on compulsory convertible debentures)	30.7	36.4	45.8	24.4	28.7

# Financial ratios

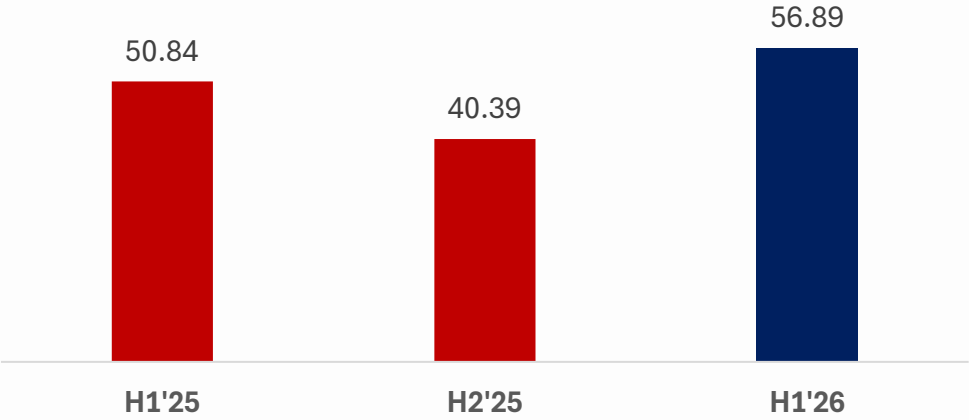
% EBITDA margin



Interest coverage



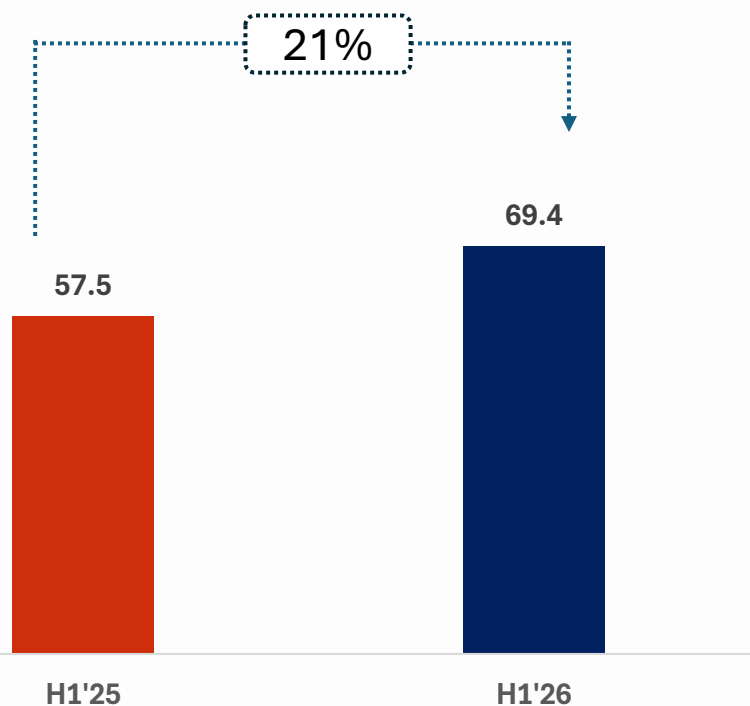
EPS before interest on CCD



# Core Growth Drivers



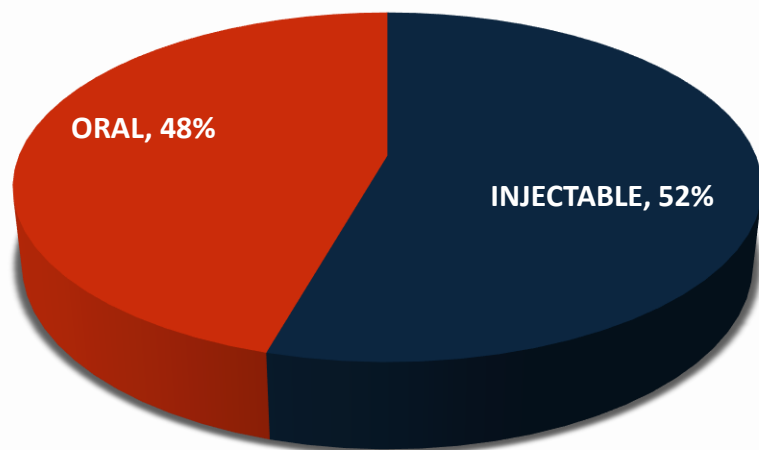
# Domestic Own brand sales



- Domestic business continued its momentum with CAGR of 33% (FY'20 to FY'25).
- Registered growth of 21% in H1'26.
- Domestic business contribution increased from 32% to 34% of revenue in H1 FY'26 compared to H1'25
- Top 10 brands are contributing more than 50% of domestic Own brand oncology sales & growing at 22%

# Sustainable growth in domestic Own brands

% contribution in domestic Own brand  
Oncology business



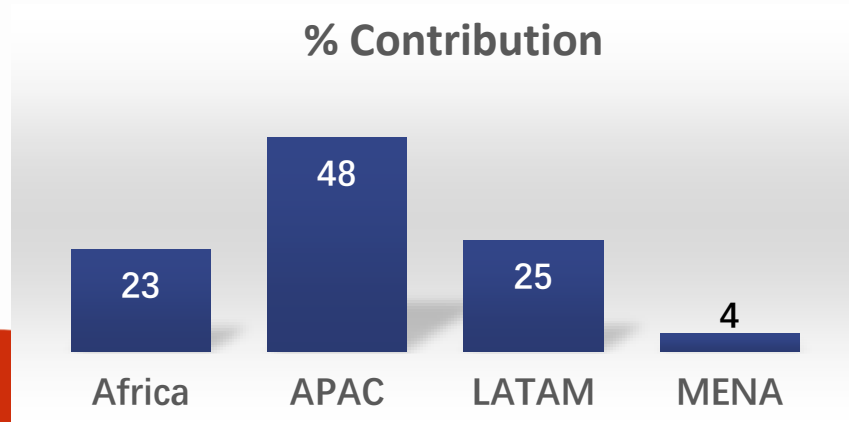
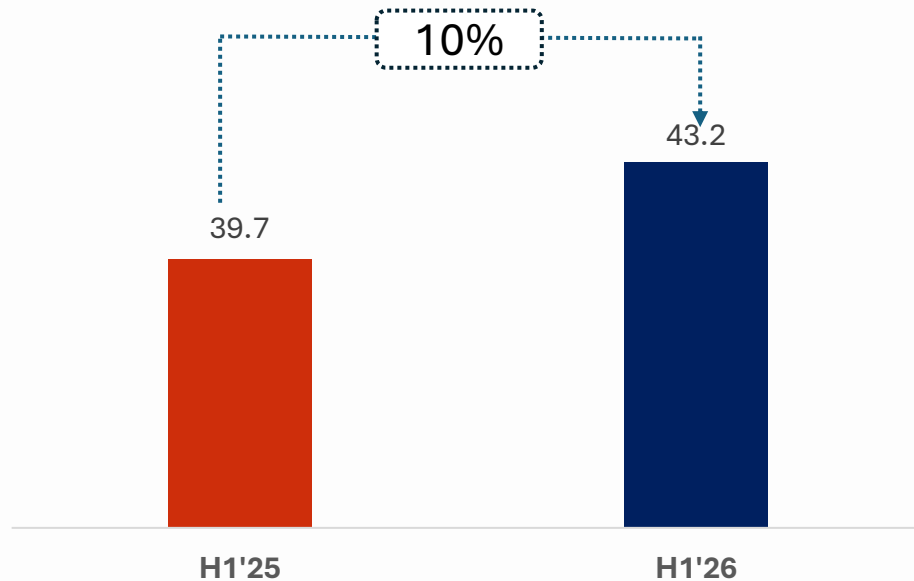
6 5 Cr + brands in  
Oncology

3X faster growth than  
the Oncology market

- Sustainable growth in domestic Own brand Oncology business by increase in Oral therapy contribution (48%)
- Cosmeceutical portfolio (Inspira division) gaining momentum :
  - 45% growth in H1'26 over H1'25
  - 200+ new customer added
  - 1500+ prescribers
  - Increased covered market with the launch of new antifungals, steroids, depigmenting & antiaging products



# International business



- International business delivered a robust 64% CAGR (FY'20–FY'25)
- Initiated commercialization in 3 major countries: Paraguay, Algeria, Jordan, Philippines
- 43 new approvals in Central America, Colombia, Algeria, Jordan, Philippines, Nepal, Thailand, Mauritius & Syria. It will open \$ 30 Mn market
- 96+ dossiers submitted to MOH with a robust order pipeline
- Received INVIMA-Colombia approval for injectable (liquid & lyophilized) and oral formulations, strengthening Beta's presence in the fast-growing Latin American oncology market

# Strategic & operational highlights



# Focus on Own brand sales

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

*Strengthening our cosmeceutical brands which will help to grow faster*

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

*Launching new NDDS formulations*

*Strengthening Haemato-Oncology & Uro Oncology presence*



# Making inroads in high end cosmeceuticals



Agreement with the European  
company for the First to  
launch products in Indian  
Cosmeceutical market

**PROMOITALIA**  
MEDICAL AESTHETICS

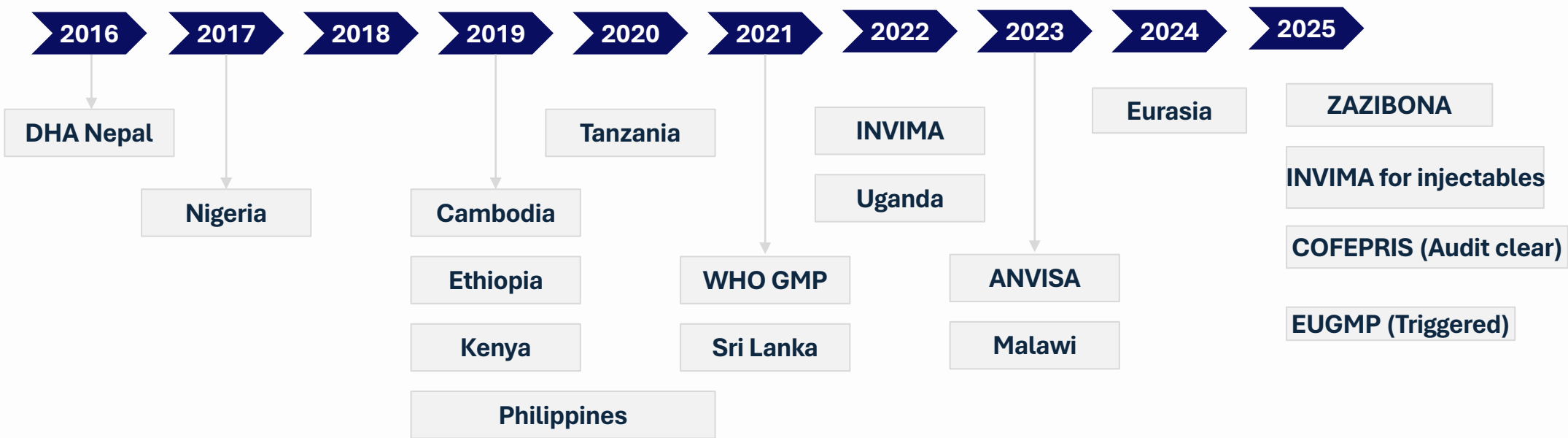


Focus on high end  
cosmetologist with the  
launch of fillers &  
mesotherapy



# Global registrations & approvals

## 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*

# Expanding in International market



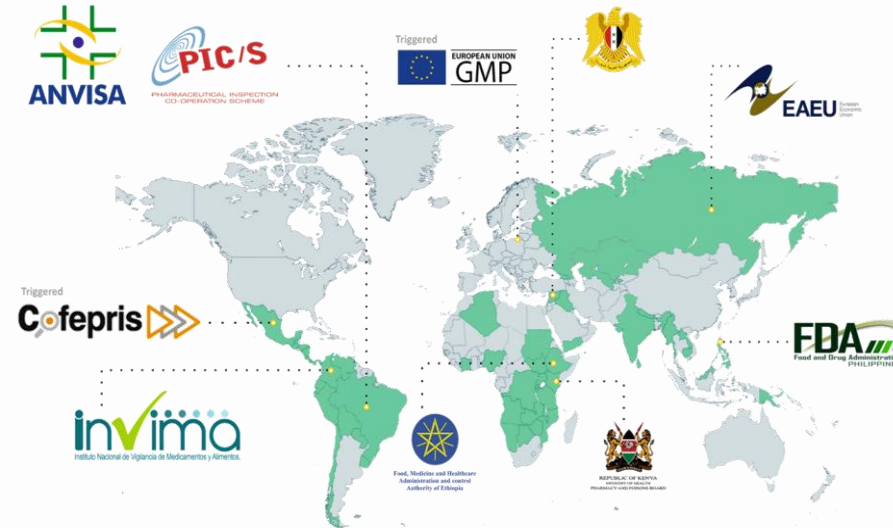
## Regulatory approvals

### INVIMA approval for injections

It will also help to strengthen company's position in rapidly growing Latin American Oncology market.

### COFEPRIS approval

will pave the way for entry into Mexico's \$ 1.3 billion oncology formulation market



## Joint Venture with IMGSA

For local manufacturing of Oncology products



## Expansion in the Kingdom of Saudi Arabia (KSA)

Active registrations  
(H1'26): 268

Total pipeline  
registrations: 600+

# CDMO expansion



## OUR CDMO PARTNERS

 <b>glenmark</b> A new way for a new world	 <b>CADILA</b> PHARMACEUTICALS LIMITED <i>The Cure Continues...</i>	 <b>RPG LIFE SCIENCES LIMITED</b>	
 <b>ALKEM</b>	 <b>INTAS</b>	 <b>torrent</b> PHARMA	
 <b>HETERO</b> HEALTHCARE	 <b>Reliance</b> LIFE SCIENCES	 <b>CELON LABS</b> <i>Creating Value in Lifecare</i>	 <b>CAPLIN POINT</b> LABORATORIES LTD.



Regulatory expertise

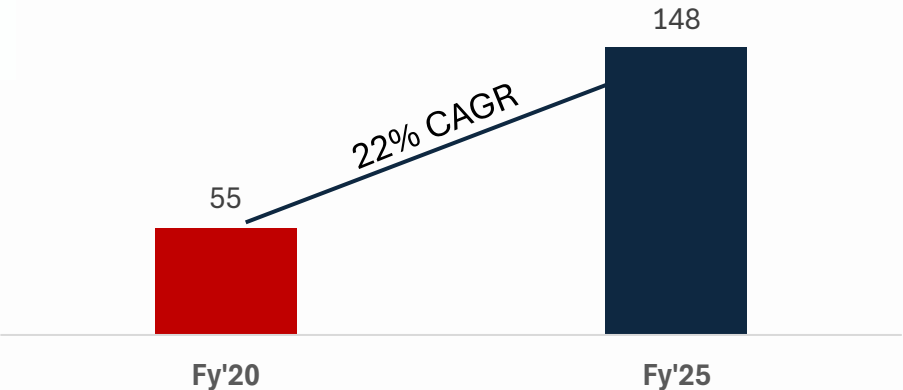


Increased capacity for lyophilized products, reducing order lead times



Low cost manufacturing

Track record of strong revenue growth



# Focus on API expansion

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

## Key Highlights

**Acquired an oncology intermediate facility.** It will help to:

- Reduce dependency on Chinese imports
- Expected to support margin improvement
- Strengthen the company's ability to produce robust DMFs for regulated markets
- More Effective dossier submissions in export markets.

## Successful COFEPRIS audit for Adley Lab (API Plant)

Unlocks API export potential to Mexico & other PICS nations

Demonstrates adherence to global regulatory and quality standards

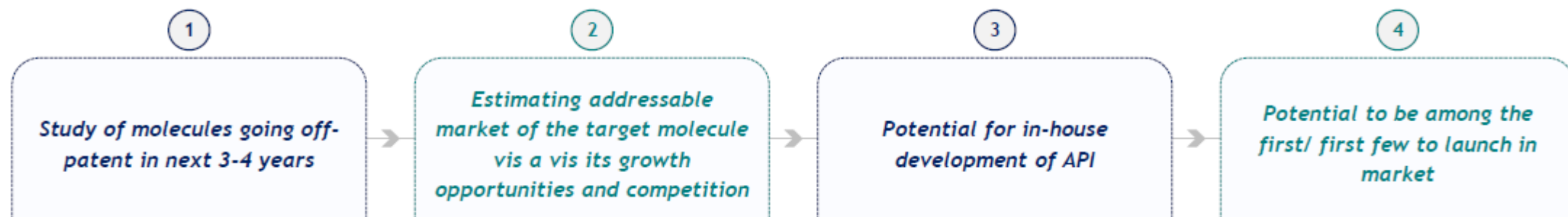


# Research & Development



# Focus on R&D

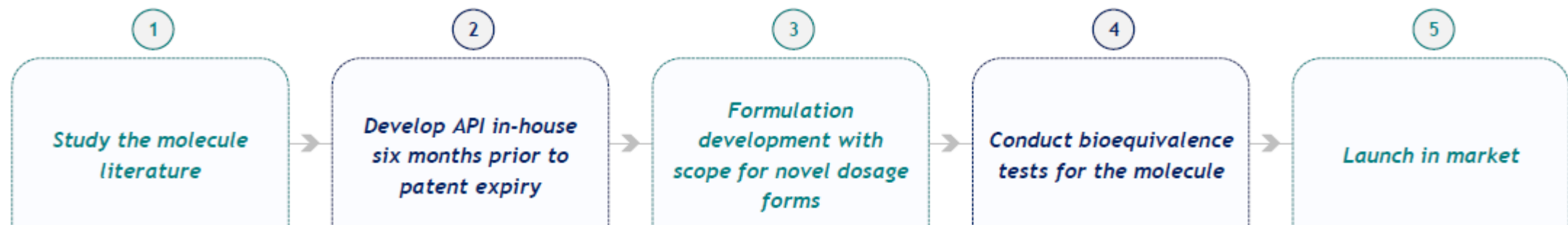
**R&D focused on NDDS/novel formulations & non infringing synthesis of off-patent products**



Product selection strategy

Development of new molecules

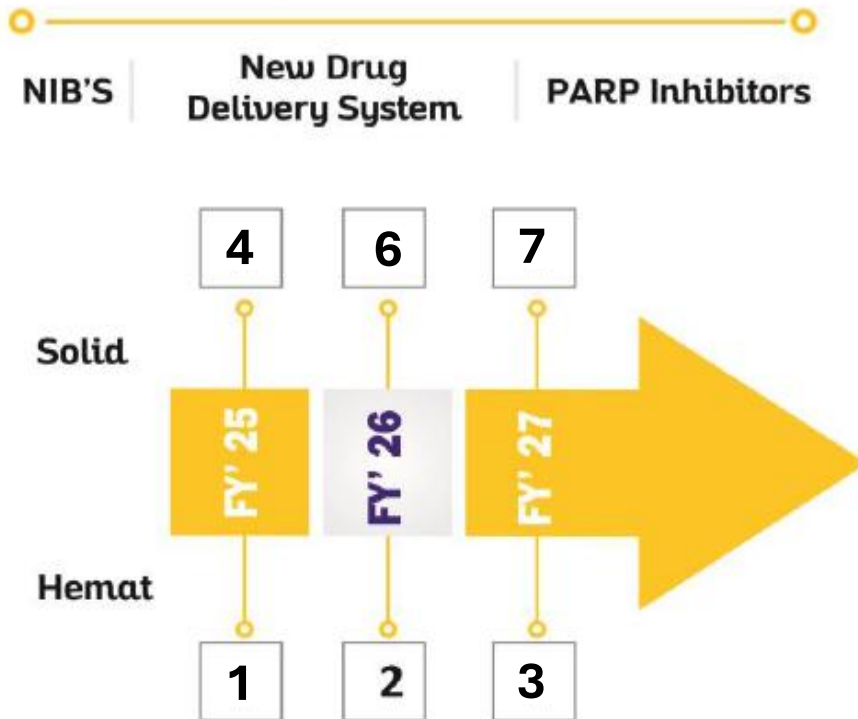
Development



# Focus on R&D

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

## Strong product pipeline



Launching 1<sup>st</sup> time in India NDDS formulation

## ADXATE-OS

Methotrexate Oral solution BP 2mg/ml

ADDRESSING UNMET NEED IN PEDIATRIC ONCOLOGY



# Balance Sheet



# Consolidated Balance Sheet

	FY'23 (Rs Cr)	FY'24 (Rs Cr)	FY'25 (Rs Cr)	H1'25 (Rs Cr)	H1'26 (Rs Cr)
Share capital	9.61	9.61	10.09	9.61	10.09
Reserves	113.27	147.5	187.00	171.25	210.92
Borrowing (Long term & short term)	16.04	11.00	132.71	19.06	145.75
Other liabilities	59.5	85.98	106.43	94.59	121.01
<b>Total liabilities</b>	<b>198.42</b>	<b>254.09</b>	<b>436.23</b>	<b>294.51</b>	<b>487.77</b>
Fixed asset (Net of depreciation)	62.76	64.59	88.93	65.96	111.52
Non current investment	0.78	-	-	-	-
Cash & cash equivalent	19.16	28.63	147.02	27.89	122.56
Other assets	115.72	160.87	200.28	200.66	253.69
<b>Total assets</b>	<b>198.42</b>	<b>254.09</b>	<b>436.23</b>	<b>294.51</b>	<b>487.77</b>

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