



BETA DRUGS LIMITED

Beta Drugs Limited ("Beta") has entered into a definitive agreement to acquire a 66.09% stake in Nivian Lifesciences Private Limited ("Nivian", the "Company") from certain shareholders ("Selling Shareholders"), for INR 69.4 Crores, thereby valuing the Company at INR 105 Crores.

Nivian is an engaged branded formulations business in India with focus on the In-Vitro Fertilisation ("IVF") therapy and is among the fastest growing companies in this segment. IVF as a therapy has grown at a CAGR of ~20% over the last 5 years and is expected to continue the growth momentum. The segment has seen considerable interest across services (IVF clinics) and products (pharmaceutical products). The total market size of the therapy is expected to be in the range of INR 1,500-1,700 Crores.

Nivian, founded in 2019, has catapulted among the leading companies in IVF and is the fastest growing company in this segment. Founded by Nilesh Auti, who has more than a decade of experience in the field of IVF across leading companies including Bharat Serums and Vaccines ("BSV"), Nivian has built a strong portfolio of niche products in the IVF segment and is on the cusp of expanding its market share across product categories and delivering market leading growth through deeper penetration and launch of innovative products. For the 9M ended Dec' 26, the Company clocked in net sales of INR 30.30 Crores and is expected to close financial year ending Mar'27 at ~INR 43 Crores.

This strategic move marks a significant leap for Beta, providing it an ideal platform to be a market leader in the Indian women's health and fertility drug market. The combination of Beta and Nivian will combine best of manufacturing and marketing capabilities in the field of Indian branded formulations market thereby adding significantly to the market position of Beta as a premier branded formulations company in complex formulations including oncology, cosmetology and IVF.

As part of the transaction, the founder Mr. Nilesh Auti, will continue to lead the marketing and operations at Nivian and will continue to remain invested in Nivian, as it scales new heights. Nivian has established itself as a premier product development, marketing and sales company and combined with Beta's strong capabilities in manufacturing of complex formulations, deep supplier relationships and cost leadership in manufacturing, it is expected to accelerate Nivian's growth and strengthen its position as a leader in the IVF segment in India.

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