



H1 FY27 Financial Results

Oct 2026

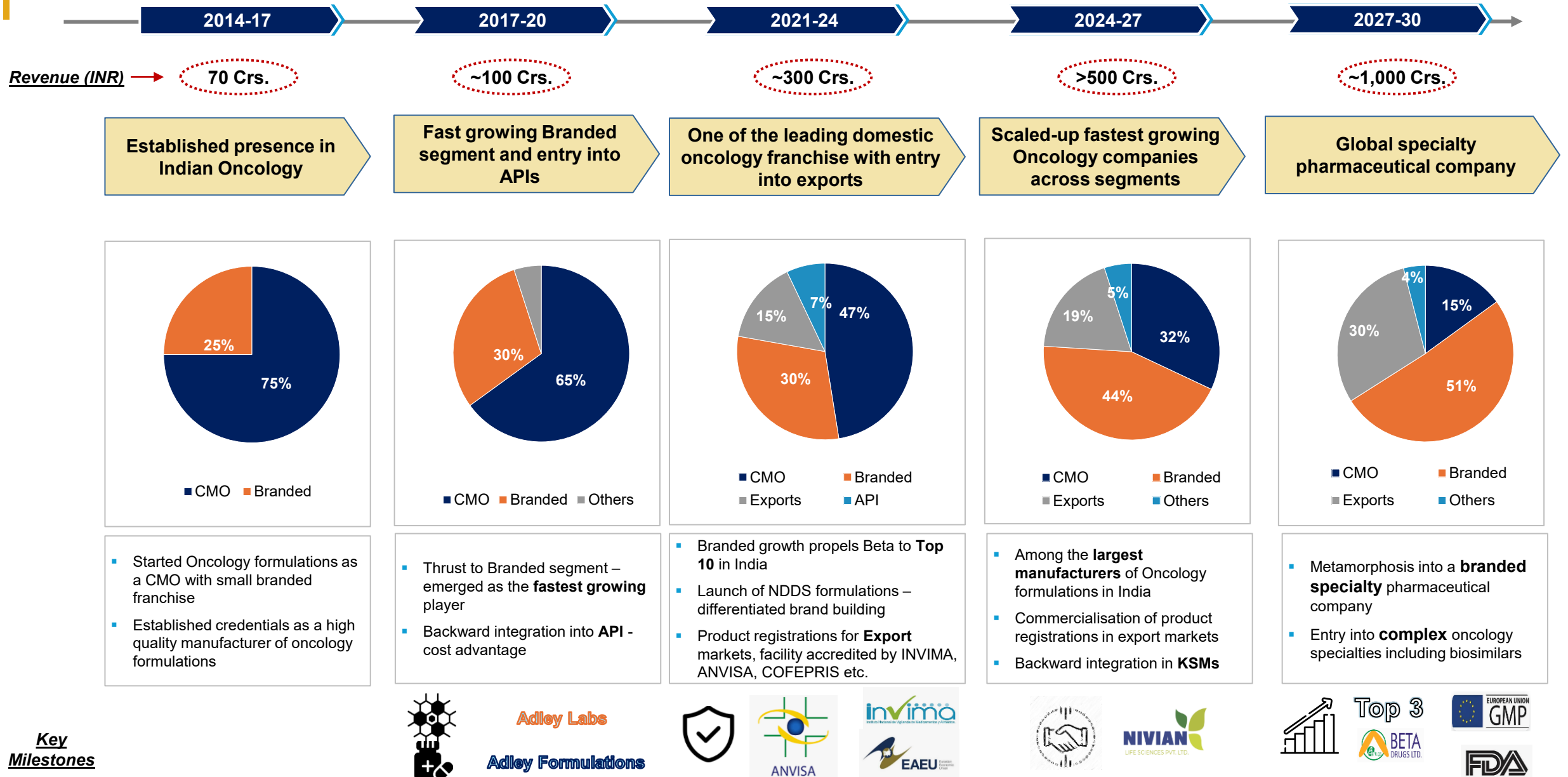
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BETA: EVOLUTION INTO A GLOBAL SPECIAL FORMULATIONS COMPANY

BETA – ON PATH TO A GLOBAL SPECIALTY PHARMACEUTICAL POWERHOUSE



BETA's BLUEPRINT FOR BUILDING ENDURING LEGACY OF BRANDS



Novel Formulations



PATIENT COMPLIANCE

1st-in-India oral formulations

MDS-O
Azacitidine Tablets 200/300 mg

CAXFILA-OS
Megestrol Acetate Oral Suspension 40mg/ml
Fill life with vitality

ADXATE-OS
Methotrexate Oral solution 80 2mg/ml
ADDRESSING UNMET NEED IN PEDIATRIC ONCOLOGY



BETTER EFFICACY

PEG-LASGEN
Peg Asparaginase Inj 3750 IU

AB-PACLI
Paclitaxel Protein-Bound 100 mg



BETTER SAFETY

RTU-DOGE
Docetaxel Inj (Ready to Use)

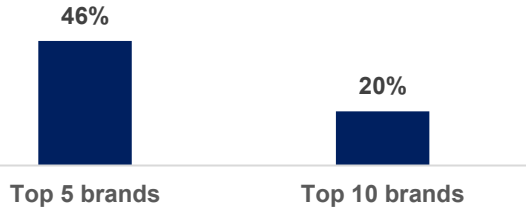
Gem-RTU
Gemcitabine Inj (Ready to Use)



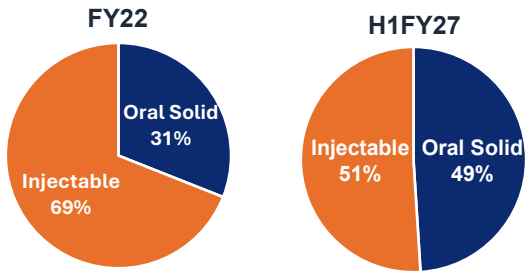
Brand Building

7 Brands with > INR 5Cr.+ sales

Growth of Top Brands



Dosage form (mix)



Focus on high-need differentiated therapies



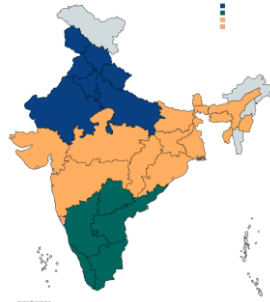
Trusted by oncologists across India



Expanding into new therapies and line extensions



Depth of Coverage



PAN-India presence

Pan-India Coverage

Strong Hospital & Oncologist Reach

Presence across Metros, Tier I and Tier II cities

No of distributors

North	79
South	42
West	80



Integrated Manufacturing

Integrated Manufacturing Setup

Beta Drugs Ltd.
Formulations
Manufacturing

Adley Formulations
Formulations
Manufacturing

Adley Lab Ltd.
API Plant

Invested for future growth – large installed capacities

Liquid injections
13.5 mn vials/annum

Lyo injections
1.8 mn vials/annum

Tablets
173.2 mn/annum

Capsules
45.2 mn/annum

Liquid injections
35 mn vials/annum

Lyo injections
7.8 mn vials/annum

Tablets
70 mn/annum

Capsules
12.6 mn/annum

KSM Capacity
10 MTPA

API Capacity
9 MTPA

Key Segments
QC / QC Lab,
Pilot Plant,
Effluent
Treatment Plant



Backward integrated, high quality and cost-efficient supply chain



High quality, regulatory compliant and scalable operations

WORLD CLASS MANUFACTURING AND R&D – BACKBONE OF BETA's GLOBAL EXPANSION STRATEGY

Beta Drugs Limited

Formulation manufacturing facility

Key Approvals



Adley Formulations Pvt. Ltd.

Formulation manufacturing facility

Key Approvals



Adley Lab Ltd.

API manufacturing facility

Key Certifications



WHO-GMP
Certified

Rigorous R&D process to develop novel formulations

1

Product Selection Strategy



- Identify molecules going off-patent in the next 3–4 years
- Estimate target molecule's addressable market (growth potential vs. competition)
- Assess feasibility of in-house API development
- Prioritize opportunities with potential to be first / among the first to launch in the market

2

Development Strategy



- Study the molecule literature
- Develop the API in-house ~6 months prior to patent expiry
- Develop formulations (including scope for novel dosage forms)
- Conduct bioequivalence studies
- Launch in the market

3

Strong Product Pipeline



NIB'S



New Drug
Delivery System



PARP Inhibitors

FY27

10

FY28

7

FY29

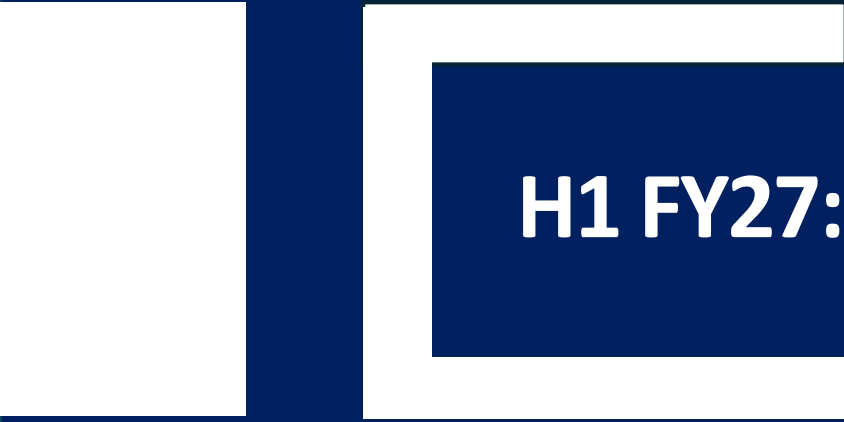
7

Leading Oncology formulations supplier in India – marquee customer base



OUR KEY ENABLERS FOR SUSTAINED PROFITABLE GROWTH

Key Parameters	Strategic Focus	KRA	H1FY27 Performance
 Cost Efficiencies		■ Gross Margins ■ EBITDA Margins	
 R&D Investments		■ New Product Launches	
 Product Registrations		■ Dossier submissions	
 Attracting and Retaining Talent		■ Attrition rate	



H1 FY27: FINANCIAL PERFORMANCE

H1 FY27 - CHARACTERIZED BY RISING UNCERTAINTY IN GLOBAL MARKETS

+41.7%

Soaring Crude Prices

Rose from US\$ 68.8/bbl to US\$ 97.5 /bbl in H1'FY27

Average Brent Crude (US\$/ barrel)

68.8

97.5

H1 FY26

H1 FY27

+29 bps

Rising Interest Rates

US Treasury yields rose to 4.59% reflecting tighter global financial conditions

US 10 –Year Treasury Yield: average (%)

4.30

4.59

H1 FY26

H1 FY27

+10.05%

India WPI inflation

Spiked from 0.13% to 9.92% - sharp rise in wholesale price index

India WPI inflation: Average (%)

0.13%

9.92%

Sep'25

Sep'26

Extended geopolitical conflicts leading to economic uncertainty

RUSSIA- UKRAIN WAR

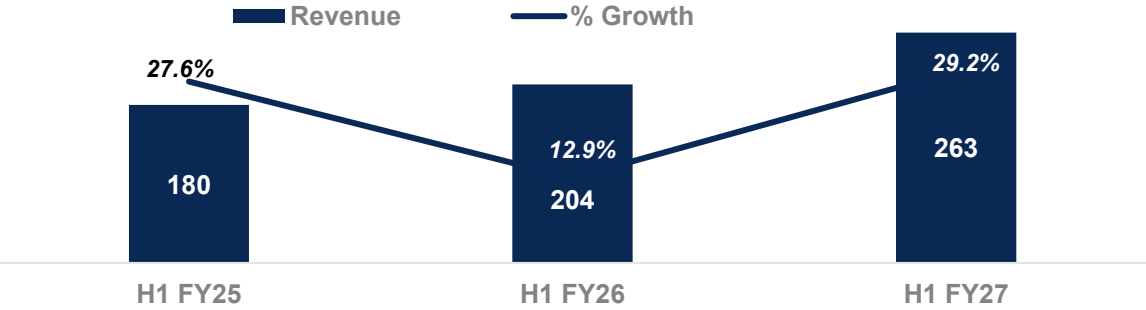
4.5 Yrs & ongoing

MIDDLE EAST CONFLICT

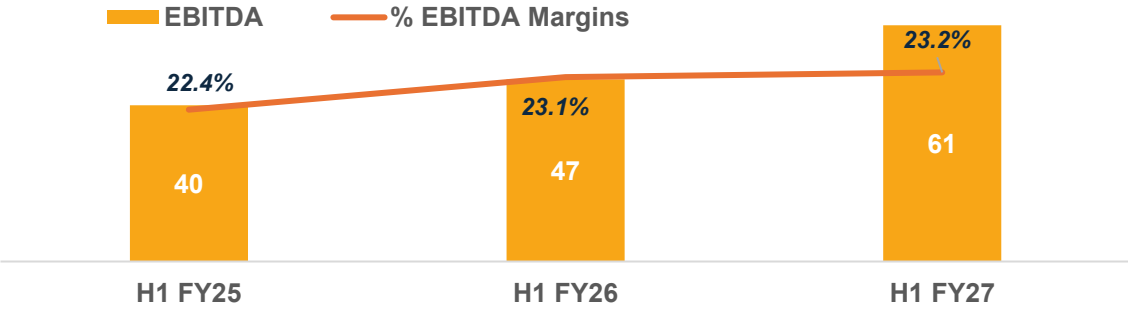
7 months & ongoing

BETA HAS DEMONSTRATED SIGNIFICANT RESILIENCE AMIDST CHALLENGING GLOBAL MACROS

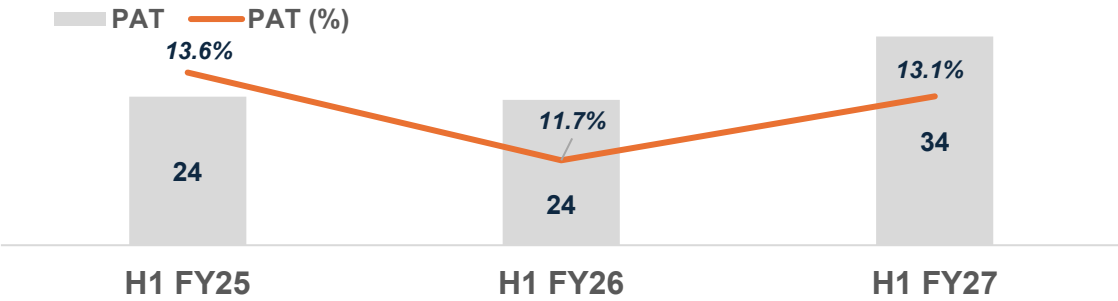
Delivered robust topline growth...



...coupled with expanding EBITDA margins



...and significant growth in PAT



Sustained growth across key business segments with Branded Oncology growing at 17% in H1FY27

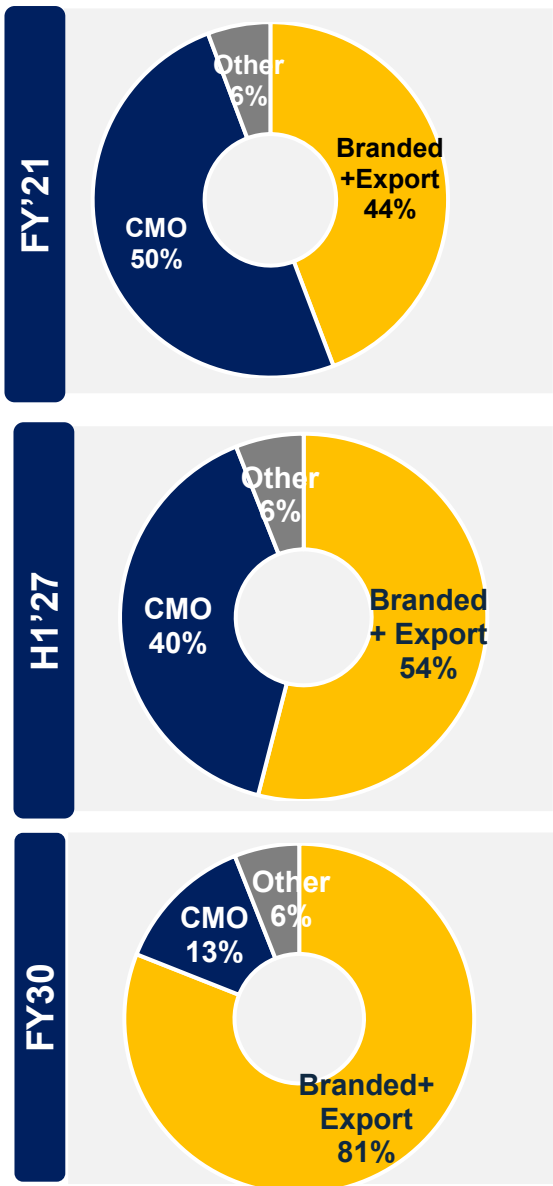
Gross Margins rose to 56.2% from 51.4% y-o-y

Nivian recorded a Y-O-Y growth of 75% in H1 FY27

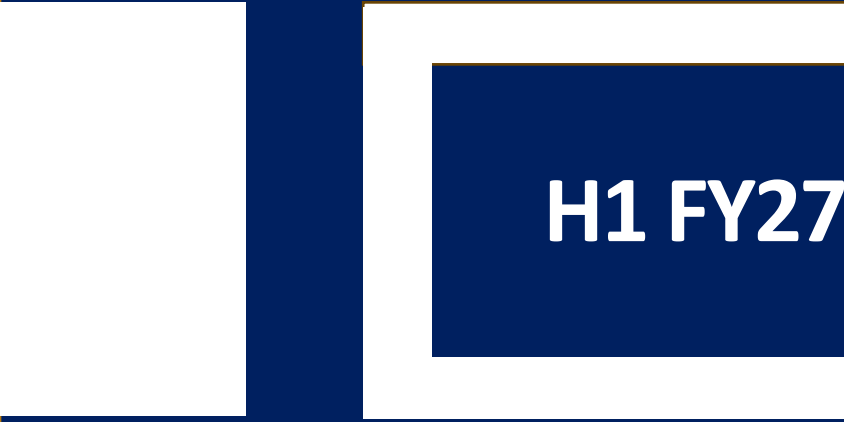
Exports: filed 76 dossiers and received 35 approvals in H1

CMO - registered a growth of 21% for H1 FY27 driven by new customer addition and increased depth of supply

API business grew by ~ 30%; new capacity expected to go onstream in Q4 FY27



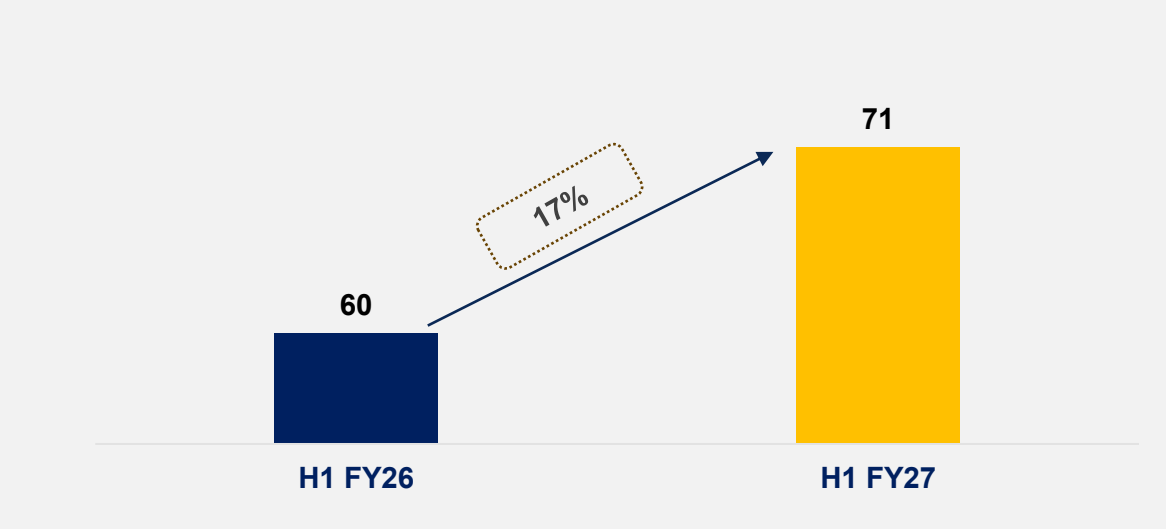
H1 FY27 Revenue		Key Highlights for H1 FY27
Branded Products	71 Crs.	- Deeper penetration in key accounts/hospitals - Healthy pipeline that continues to drive sales - Top 10 brands contributed ~50% to total topline
Nivian	31 Crs.	- Well entrenched brand positioning with Top 10 contributing ~65% - Expanding institutional sales: 25% of total topline
Exports	43 Crs.	- Focus on strengthening penetration in key markets - Growth to be spearheaded by commercialization of approved products
CMO	95 Crs.	- Addition of marquee logos reinforcing Beta's leadership position - Focus on high margin products
Others	23 Crs	- Invested ~35 Crs. towards expansion of API capacity and backward integration - Showing robust growth in secondary sales in Derma; expanding prescriber base



H1 FY27: SEGMENT ANALYSIS

BRANDED ONCO SEGMENT: STRONG EXECUTION DRIVES SUSTAINED GROWTH

Delivering consistent robust growth



Key Highlights - Branded Oncology

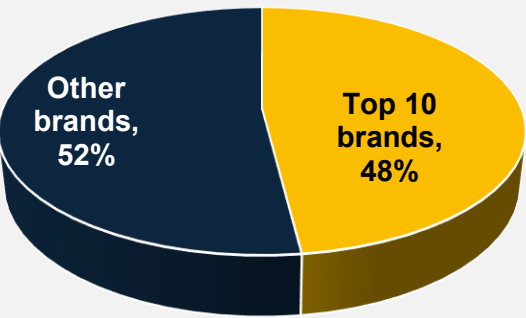
Revenue growth of 17% to ~INR 71 Crs.

Oncology OSDs contribution grew to ~50% - brand building initiative playing out

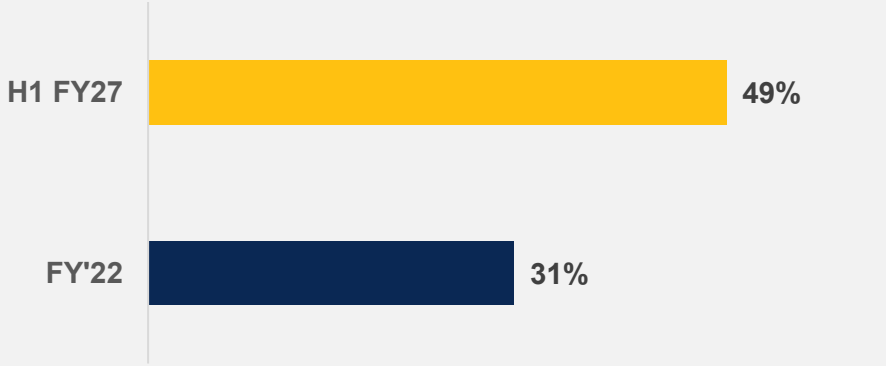
Empanelled with the prestigious Tata Memorial Hospital with 5 products; more products under approval process

4 new launches in H1FY27 with 6 more expected by end of FY27

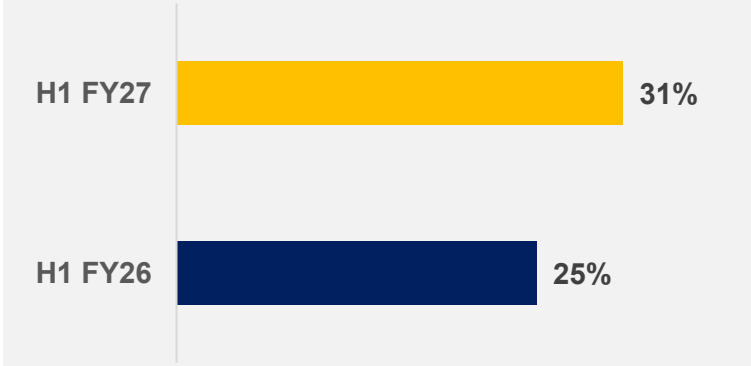
Strategic brand focus



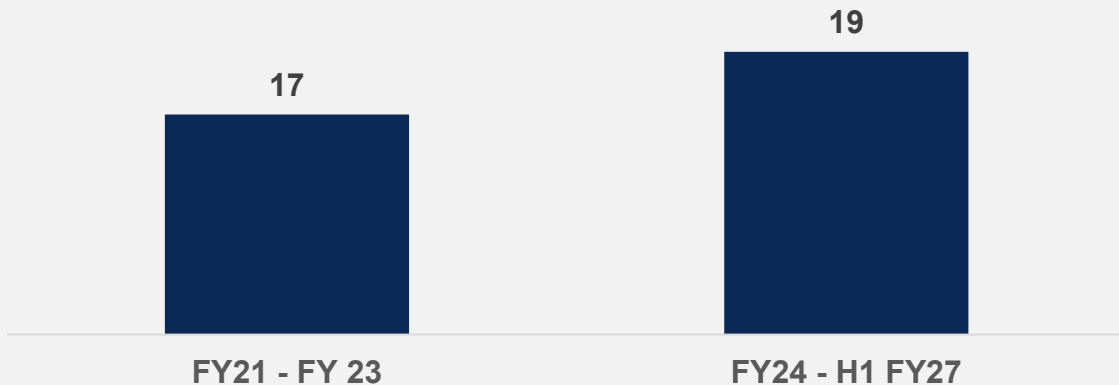
OSD contribution in Branded Oncology



Contribution of new products



Enduring velocity of new product launches



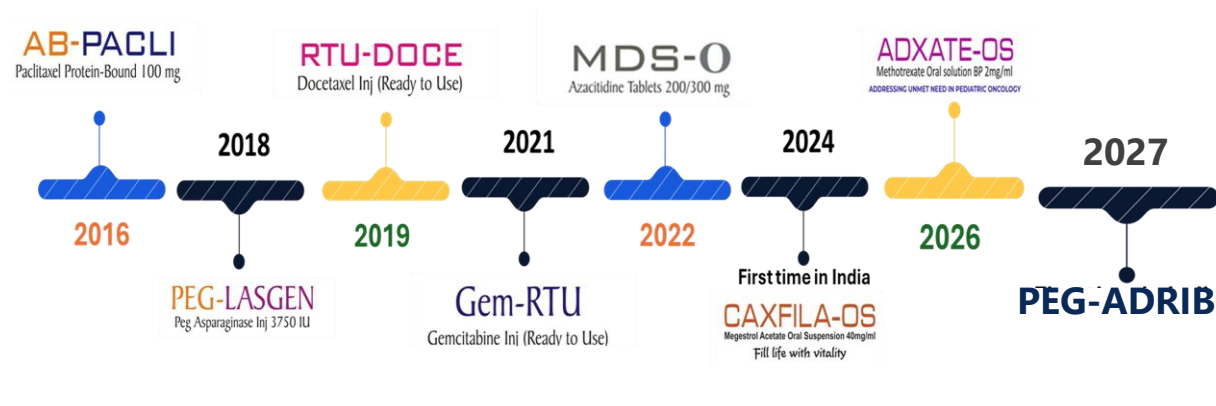
Strong Product Pipeline



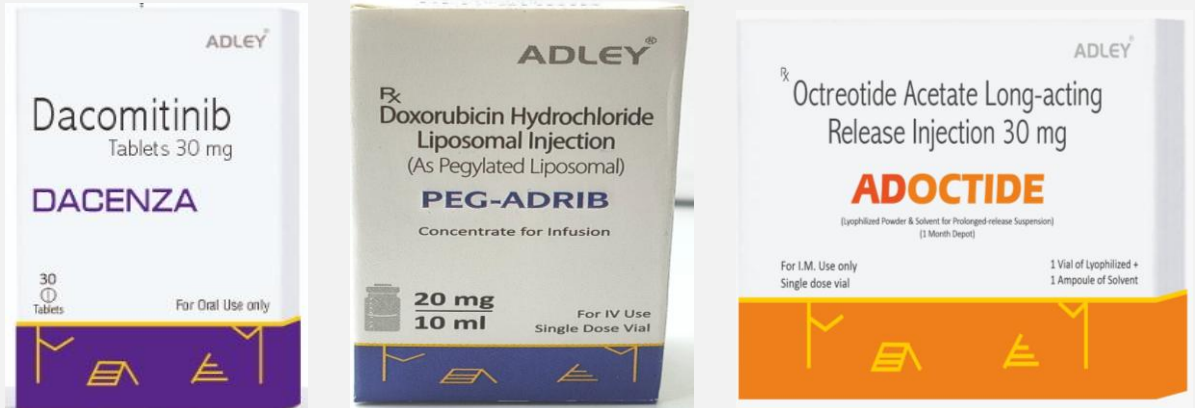
Top 15 brands



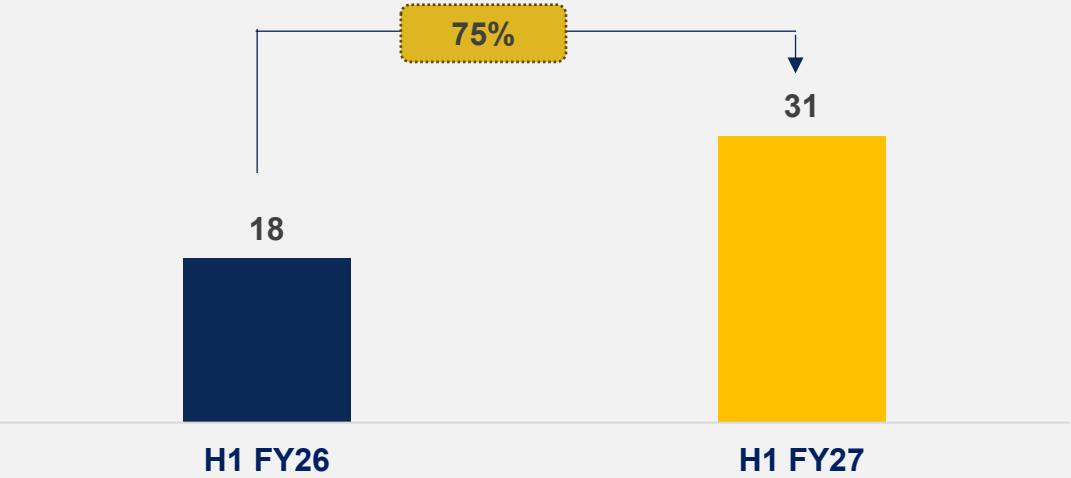
Novel formulations – hallmark of our innovation



H1 FY27 – Key Launches



Strong growth on the back of increased penetration



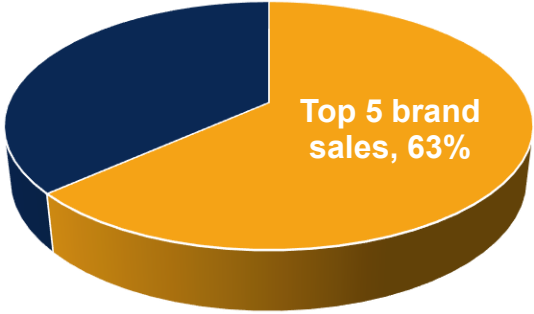
Increasing acceptance with corporate customers – comprising 25% of H1FY27

2 new launches expected in H2 – adding to growth momentum

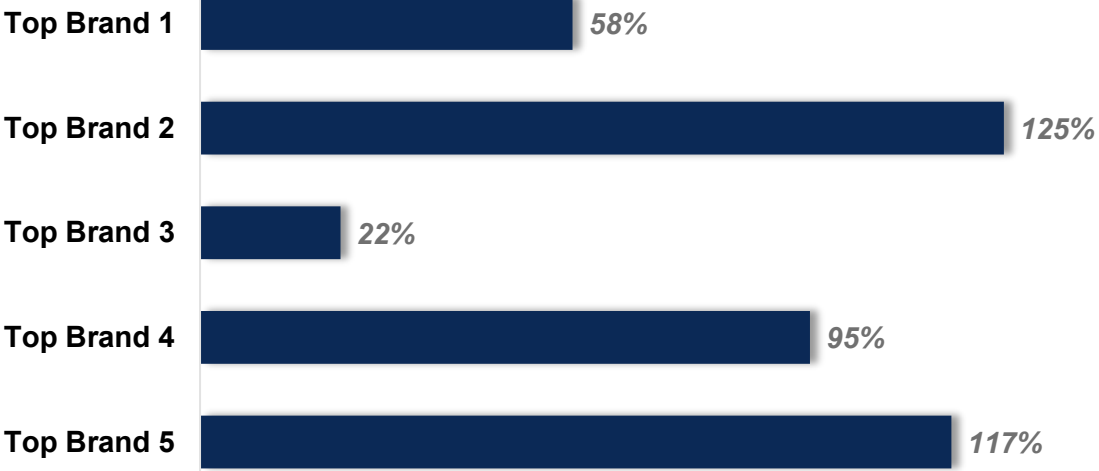
Significant upside – only 60% of the prescriber base covered

Larger brands scaling faster reinforcing the strategy of concept selling

Building a formidable branded franchise



% Growth



Global licencing – strengthening market position in Cosmeceuticals

PROMOITALIA
MEDICAL AESTHETICS

Agreement for the “**First to launch**” product for Mesotherapy in Indian Cosmeceutical market

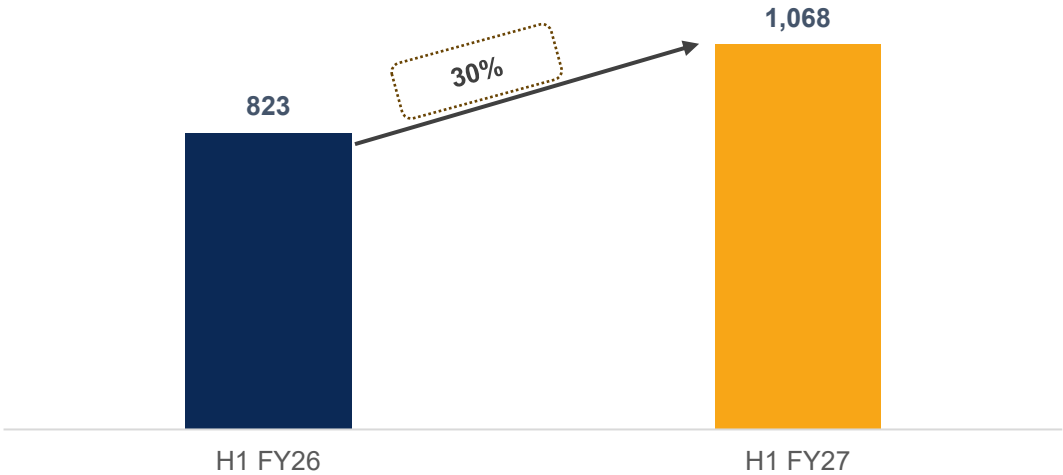
FREZYDERM

Exclusive agreement with Frezyderm for India to market the premium range of cosmeceuticals: anti ageing, depigmentation etc.

Expanding prescriber base to accelerate penetration (# of Rxers)



Strong trajectory in secondary sales

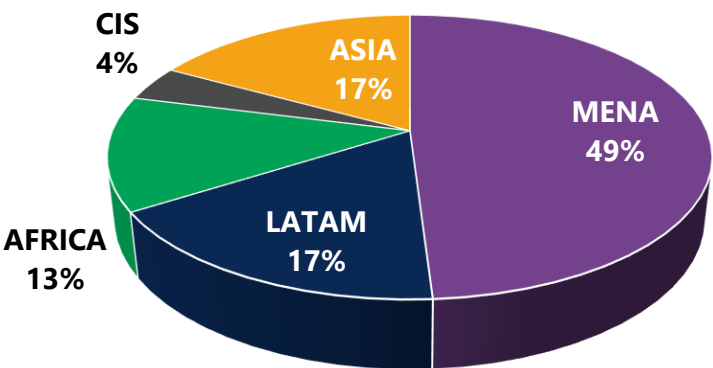


H1FY27 was impacted by supply chain constraints which led to stockouts in the channel

Secondary sales PCPM grew by 30% to reach >INR 2.54 L

H2 FY27 monthly of INR 2 Crs - on track to clock INR 20 Crs. sales for FY27

Geographical split (H1FY27)

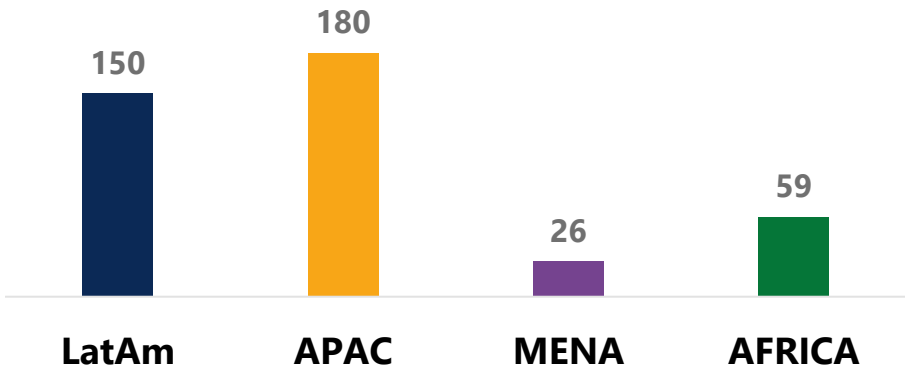


Total Sales – INR 43 Crs.



No of
registrations
till H1'27

415 registrations



35 new approvals in Columbia, Peru, Jordan, Ethiopia, Tanzania etc. including NDDS products

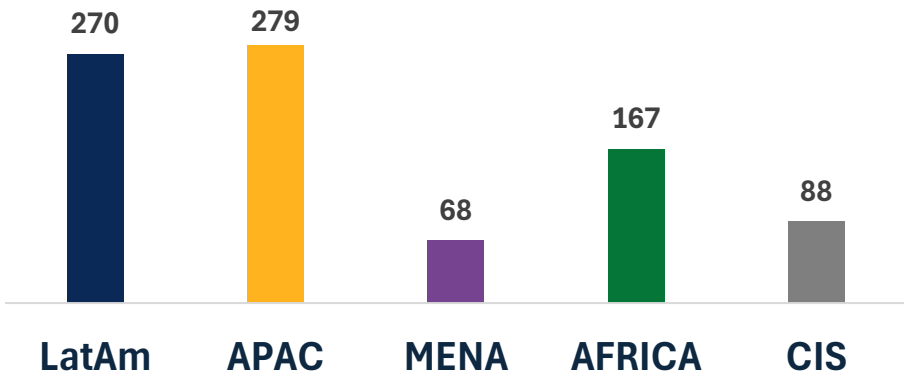
76 dossiers submitted in H1 FY27 across focused geographies including Mexico, Philippines, South Africa and Algeria

Global collaborations with leading distributors



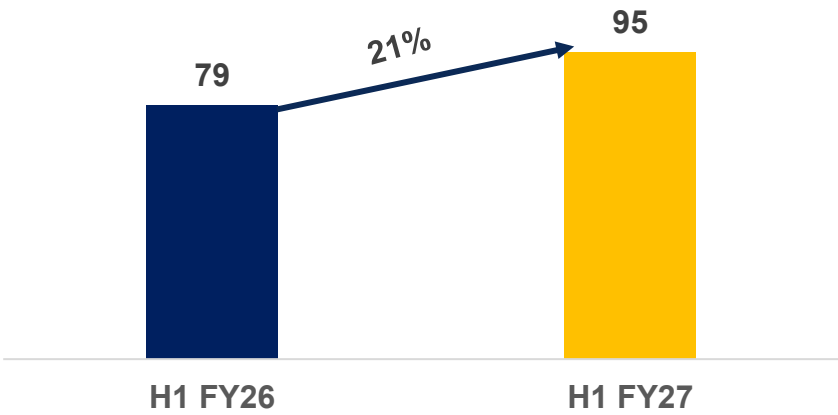
Registration
Pipeline

872 registrations



CMO BUSINESS ON TRACK TO DELIVER RECORD GROWTH WITH IMPROVING MARGINS

Strong Growth in CMO aided by



H1FY27 characterized by expanding supply relationships while simultaneously deepening pipeline

Supply of NDDS products to CMO customers – reinforces high levels of conviction in Beta’s R&D

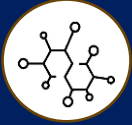
Beta ranks among the largest suppliers of oncology formulations in India

Marquee customers added in H1



Established supplier to leading Indian pharma companies





Expanding portfolio of
API products



80%
formulations with in-
house API manufacturing

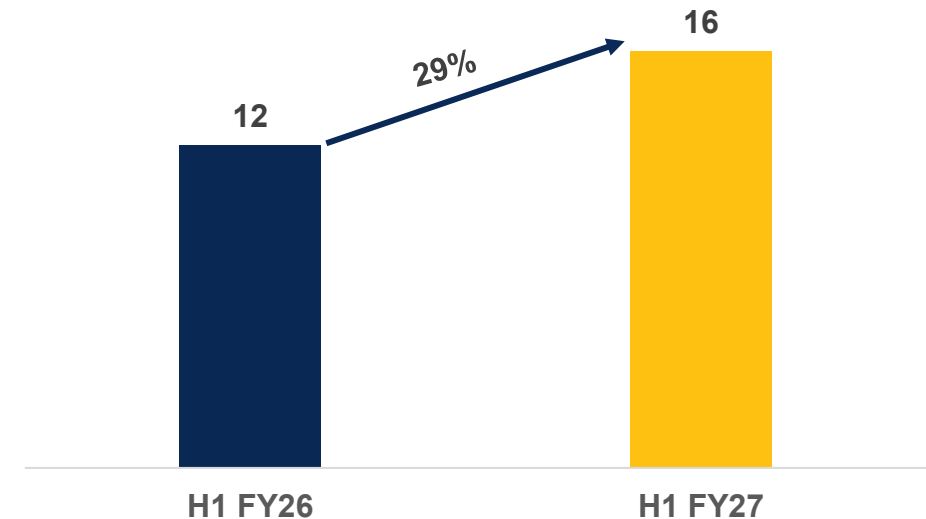


Facility geared to meet
regulated market
accreditations

API – a key source of competitive advantage

- **Invested ~ 26 Crs.** upto H1FY27 towards capacity expansion and backward integration
- **Backward integration** key to EU GMP product filings
- Focus on increasing capacity, reducing reliance on suppliers of KSMs and insulate from supply shocks
- Robust manufacturing process to enhance cost efficiency
- External customer base provides additional monetisation opportunities including large generic companies

Healthy growth in API business with significant headroom



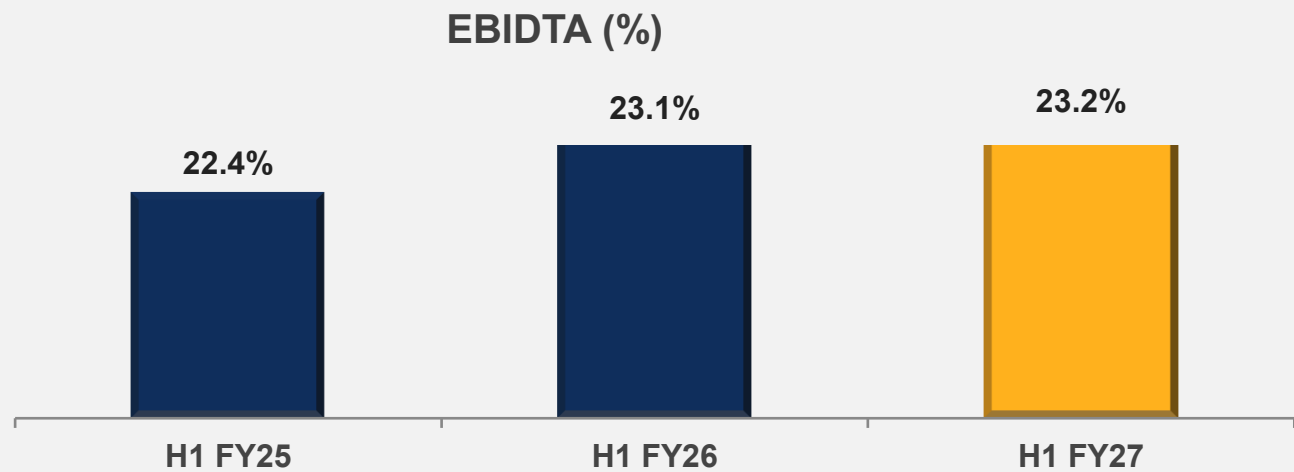
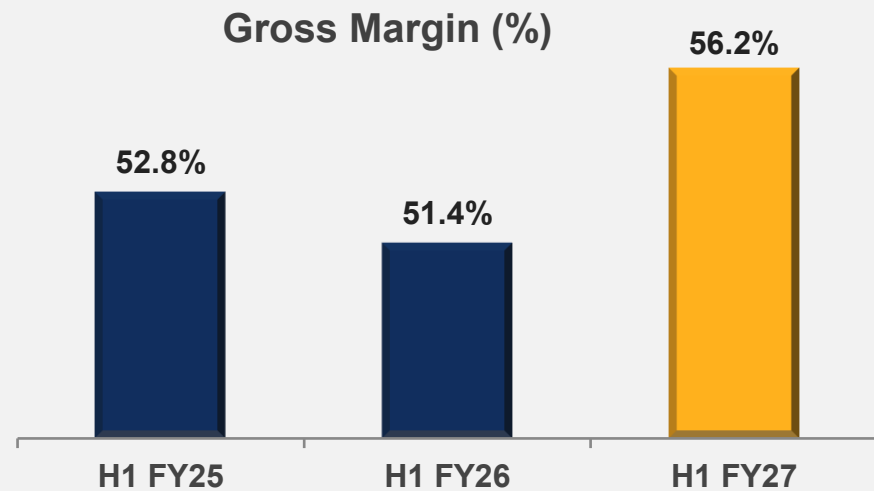
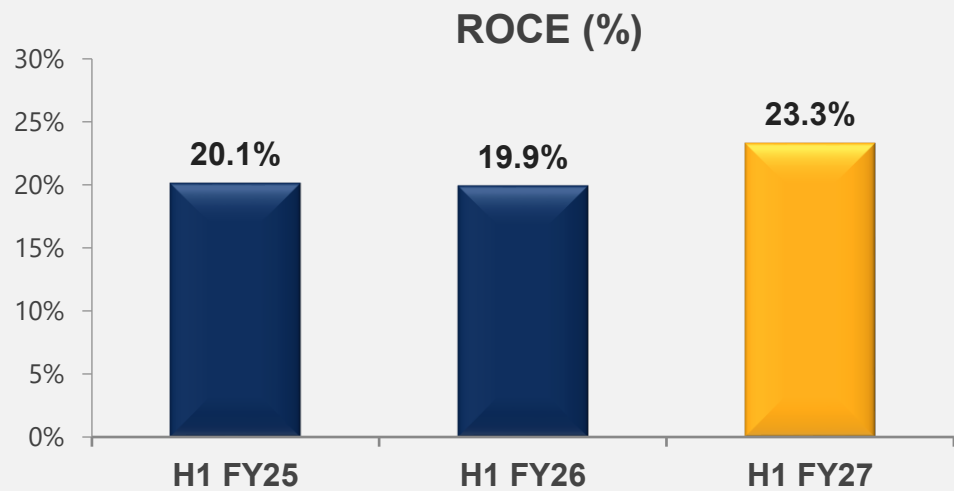


FY26: BALANCE SHEET

BALANCE SHEET

	H1'25 (Rs Cr)	H1'26 (Rs Cr)	H1'27 (Rs Cr)
Equity Share Capital	181	221	475
Borrowing (Long term & short term)	19	146	49
Other liabilities	95	121	133
Total liabilities	295	488	656
Fixed asset (Net of depreciation)	66	112	229
Cash & cash equivalent	28	123	104
Other assets	201	254	323
Total assets	295	488	656

FINACIAL RATIOS – CONTINUOUS IMPROVEMENT IN ALL OPERATING METRICES





THANK YOU

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