EY Entrepreneur of the year-2013

FROST & SULLIVAN Best Practices-2013

Business today/YES bank Excellence Awards-2013

Eris Lifesciences Limited

Date: 29 July 2026

To **BSE Limited** Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001	To **National Stock Exchange of India Limited** Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai-400051
Security Code: 540596	**Symbol: ERIS**

SUBJECT: INVESTOR PRESENTATION

Dear Sir/Madam,

Pursuant to the requirement of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the investor presentation made by the Company.

Thanking you.

Yours faithfully,

Eris Lifesciences Limited

Milind Talegaonkar

Digitally signed by Milind Talegaonkar
Date: 2026.07.29 13:13:11 +05'30'

Milind Talegaonkar
Company Secretary and Compliance Officer
Membership No: A26493

Encl: a/a

Registered & Corporate Office:
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Phone: +91-79-69661000/1001 • Email: eris@erislifesciences.com • Web Site: www.eris.co.in • CIN: L24232GJ2007PLC049867

Q1 FY27

EARNINGS PRESENTATION

29th July 2026

Financial highlights - Q1 FY27

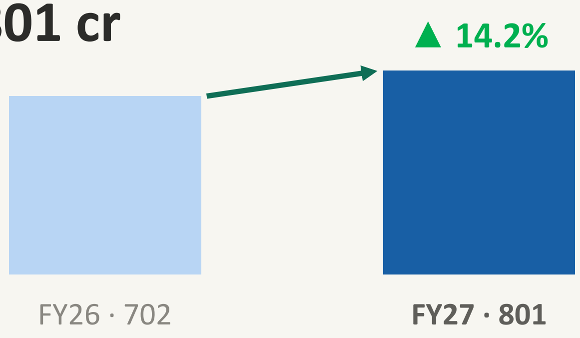
DBF Q1 Revenue up 14.2% YoY with a Consol. PAT growth of 14.5% YoY

₹ cr · Q1 FY27 vs Q1 FY26

DBF — Domestic Branded Formulations

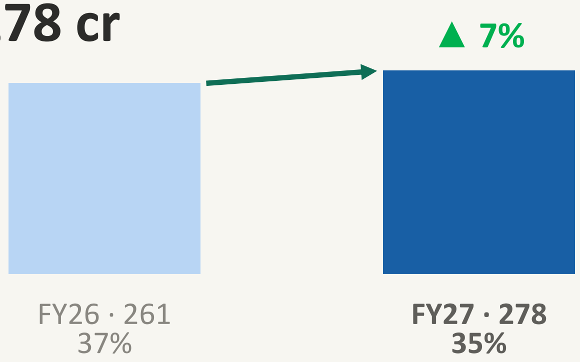
REVENUE

₹801 cr



EBITDA

₹278 cr

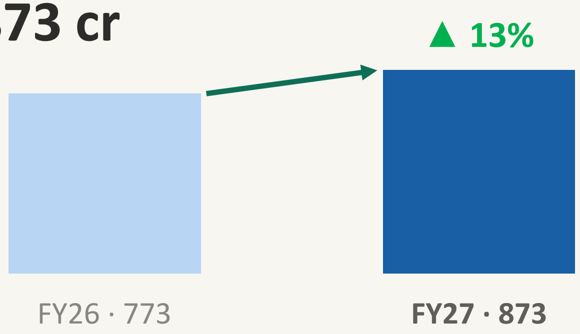


DBF - Q1 organic growth 14.2% with 7 out of 10 therapies in our portfolio clocking double digit growths

Consolidated

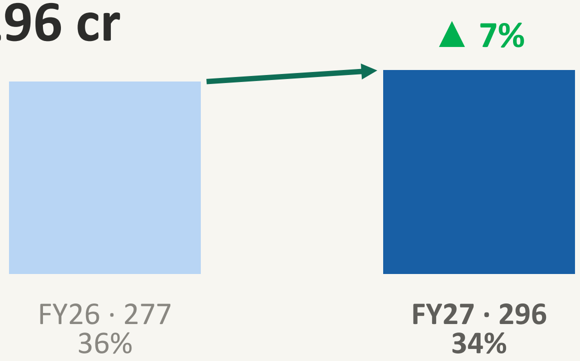
REVENUE

₹873 cr



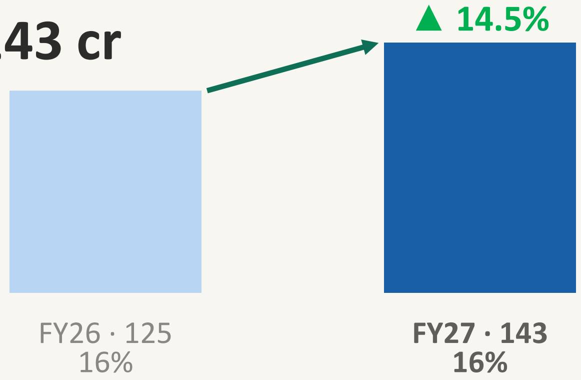
EBITDA

₹296 cr



PAT

₹143 cr

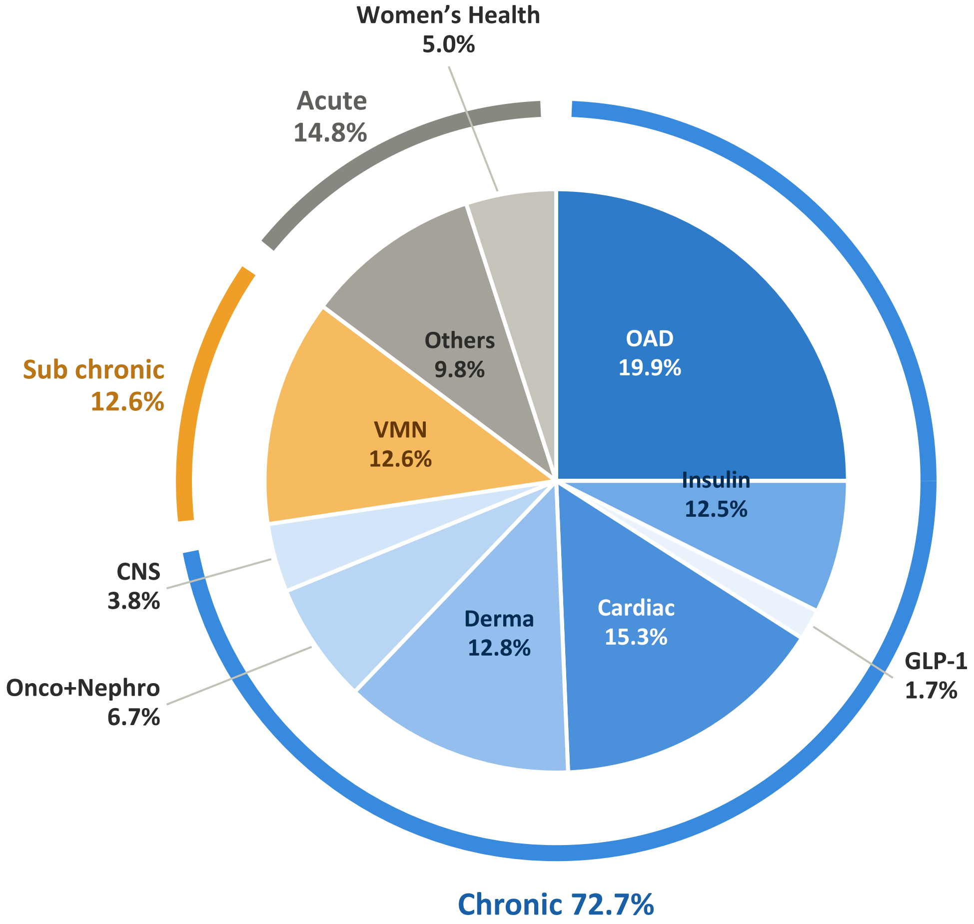


Source – Unaudited Financial Statements

Domestic Branded Formulations - DBF

DBF portfolio mix and growth - Q1 FY27

Broad-based momentum; the largest engines OAD and Cardiac yet to regain momentum



Therapy	Q1 IPM gr%	Q1 Eris gr%
OAD	11.5	1.9
Insulin	4.5	**27.7**
GLP-1	178	165.5
Cardiac	16.9	11.1
Derma	11.3	11.1
Onco+Nephro	20.8	**31.3**
CNS	12.9	5.8
VMN	16.3	**19.9**
Others	10.9	-4.5
Women's	12.1	11.6

7 of 10

Therapies clocked double digit growth rates in Q1

85%

of the portfolio in chronic & sub-chronic therapies

Broad-based growth momentum with the two largest therapies, OAD and Cardiac (35% of portfolio) yet to achieve full momentum

Source – HealthPlix for Rx data and IQVIA AMJ'26 for Sales data

Insulins – For Eris it is about Market Share Gain and less about Market Growth

Eris

RHI and Glargine – Market share increased from 9% to 16% since Biocon acquisition

The ₹5,087 cr insulin market (+3.3% YoY, MAT) is divided into two segments

Represented Market · RHI + Glargine · ₹2,778 cr	Not yet represented · Insulin Analogs · ₹2,309 cr

Where we play — RHI + Glargine · Market segment declining −1.2% YoY

₹2,778 cr	+26.4%	16%
Market size · MAT	Eris growth YoY · sales ₹412 cr	Eris share · significant headroom ahead

Flattish and stable market – Eris' 16% market share has entirely come from patients switching from competing brands; with additional headroom for growth

The open pool — Analogs · Eris not yet represented

₹2,309 cr	+9.4%	0%
Market size · MAT	market growth YoY	Eris share today

The faster-growing half of the insulin market is dominated by the Innovator — Eris pipeline of 5 products set to launch starting FY28

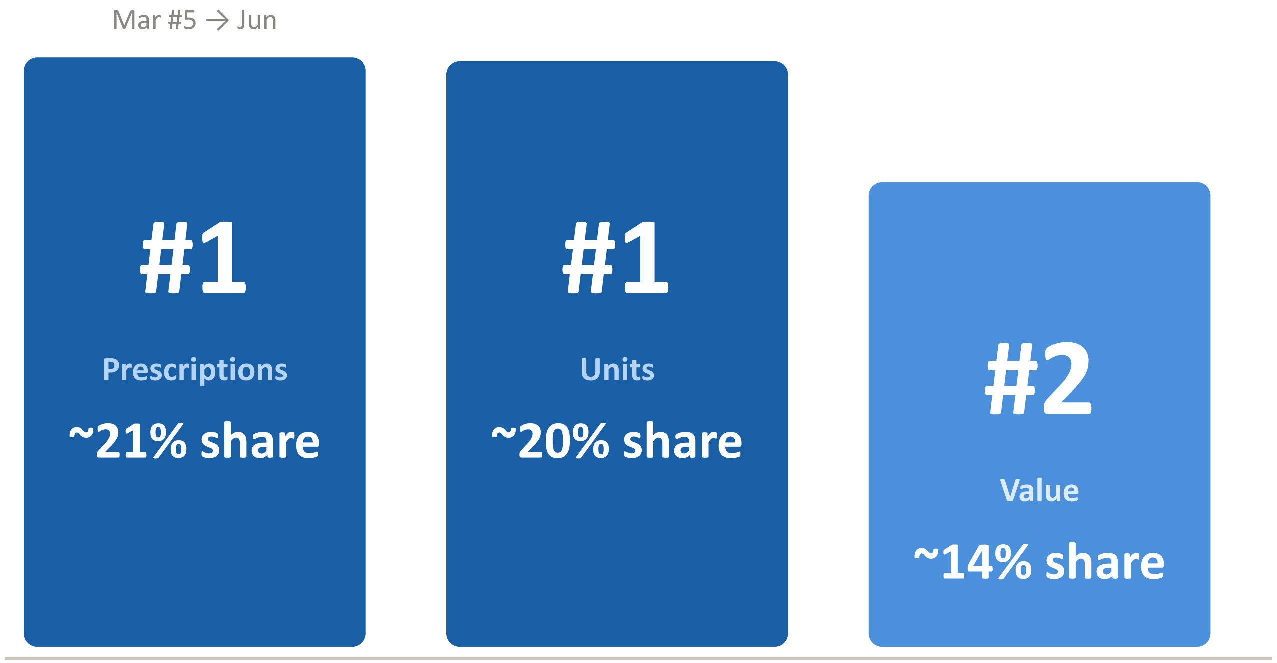
Insulin is a share game: in a shrinking represented pool Eris compounds at 26.4% with a long share runway — and the ₹2,309 cr Analogs pool, growing 9.4%, is yet to be entered.

Source – HealthPlix for Rx data and IQVIA MAT Jun'26 for Sales data

GLP-1 (Semaglutide) - Q1 FY27 Performance

Eris has established an early leadership in the IPM's next big market

Sundae · Rank & share in generic semaglutide · Jun-26



First full quarter: ₹88 cr Gx market · Sundae ₹12 cr

weekly Rx · monthly units & value · Jun

Why unit share matters more than value share

- Eris Rx sale = **21%**
- Eris share of sale units = **20%**
- Eris share of sale value = **14%**

Sundae's unit share (~20%) is higher than its value share (~14%) - a function of more accessible pricing

In a chronic, multi-year therapy, "units" are the durable asset - every patient initiated "*compounds*" for years to come

Value follows units as the market matures - and **Sundae** already leads the market in Sale Units as well as Rx count

As semaglutide scales into one of the IPM's largest markets, Eris rides it from the front — leading where durable share is built: units and prescriptions, with value following.

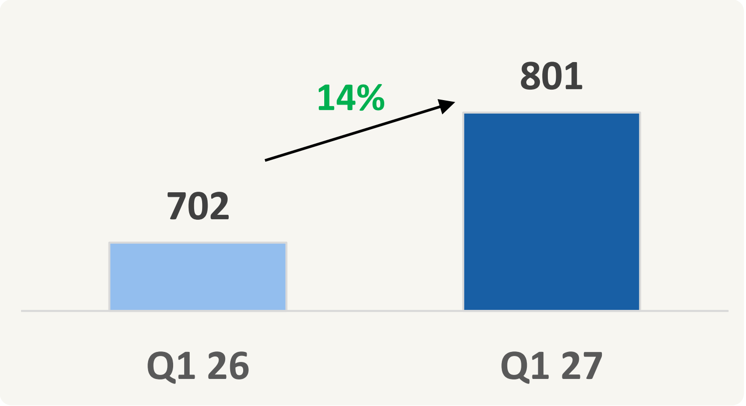
Source – HealthPlix for Rx data and IQVIA AMJ'26 for Sales data

DBF Segment Financial Highlights

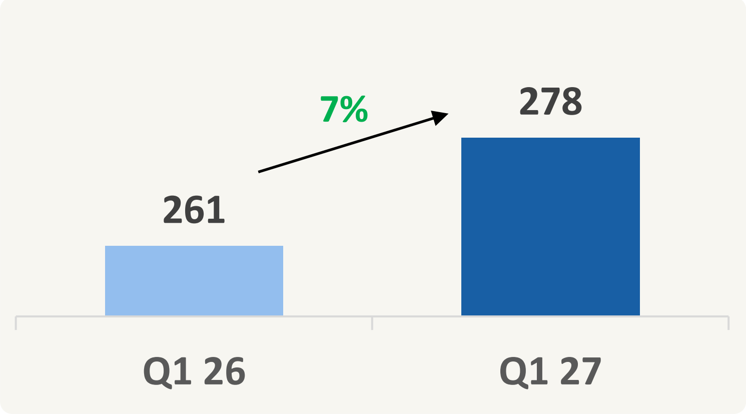
Organic growth of 14% in Q1 FY27 with a 35% EBIDTA Margin

₹ Cr unless specified

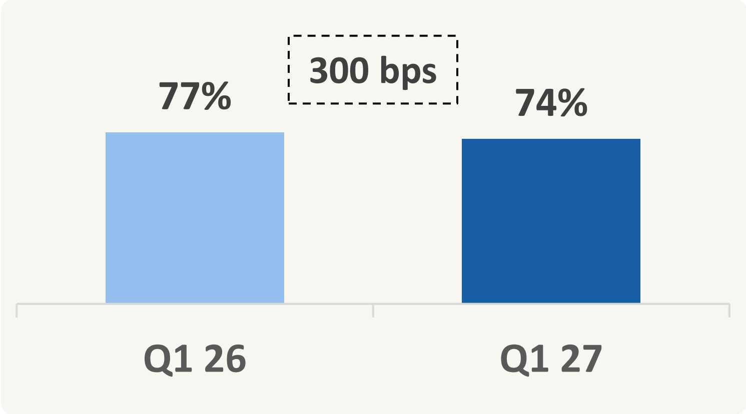
DBF Revenue (Rs. Cr.)



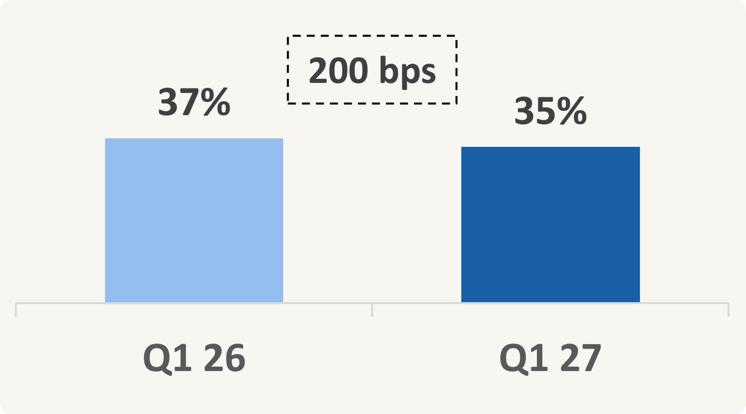
DBF EBITDA (Rs. Cr.)



DBF Gross Margin (%)



DBF EBIDTA Margin (%)



Product mix evolving largely because of increasing contribution of Biologics, including Insulins and GLP-1

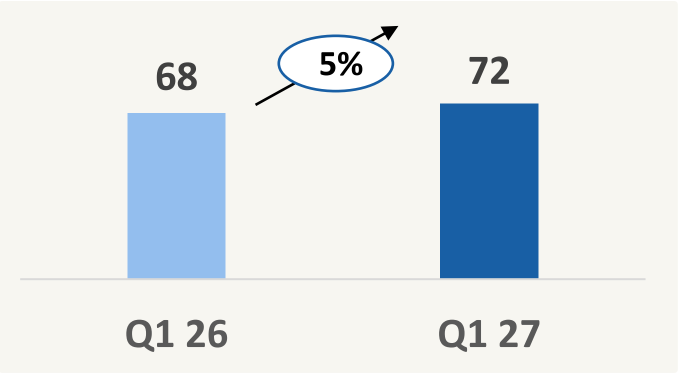
Source – Unaudited Financial Statements

International Business

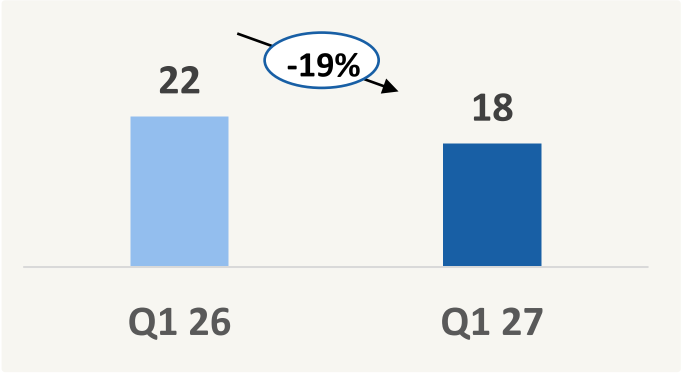
Swiss Parenterals – Q1 FY27

Base business largely uninterrupted; EU CAPA actions underway

Q1 Revenue* - Rs. Cr.



Q1 EBITDA* - Rs. Cr.



Key business updates for Q1

- Business in Q1 remained largely uninterrupted since the base business has no contribution from the EU
- Execution of EU CAPA actions underway; sites to be audit ready by Dec-26
- While there is a possibility of margin contraction in FY27, we expect to have greater clarity and be better positioned to quantify the impact after Q2 FY27

- **Long-term strategy and thesis for this business remains same as originally articulated**
- **EU-CDMO project pipeline intact; all development projects are on track**
- **Targeting Unit-3 commissioning in FY28 as per plan**

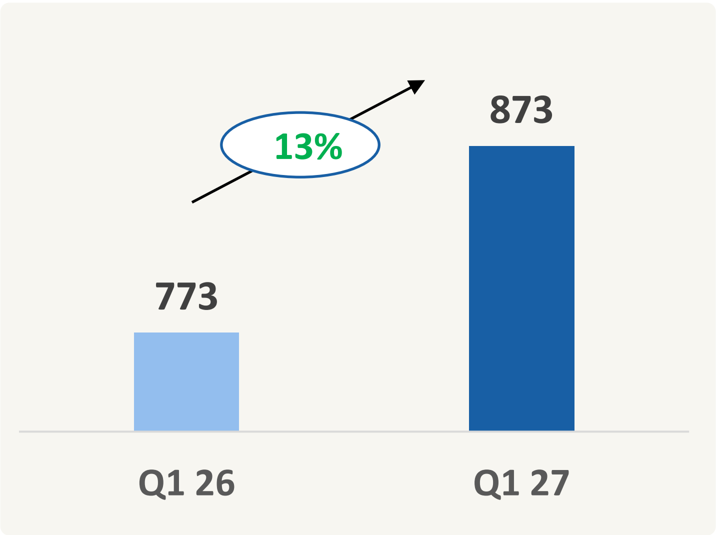
Source – Unaudited Financial Statements
* After adjusting for intra-group transactions

Consolidated Financials

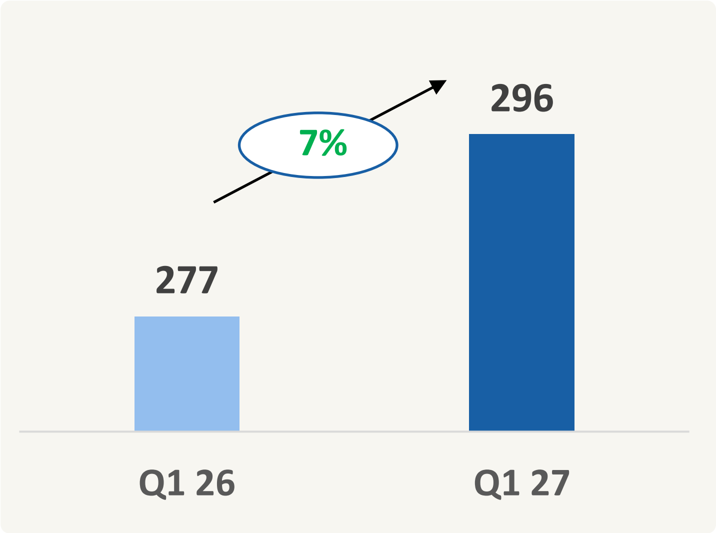
Summary of Consolidated Financials – Q1 FY27

Organic revenue growth of 13% with a PAT growth of 14.5%

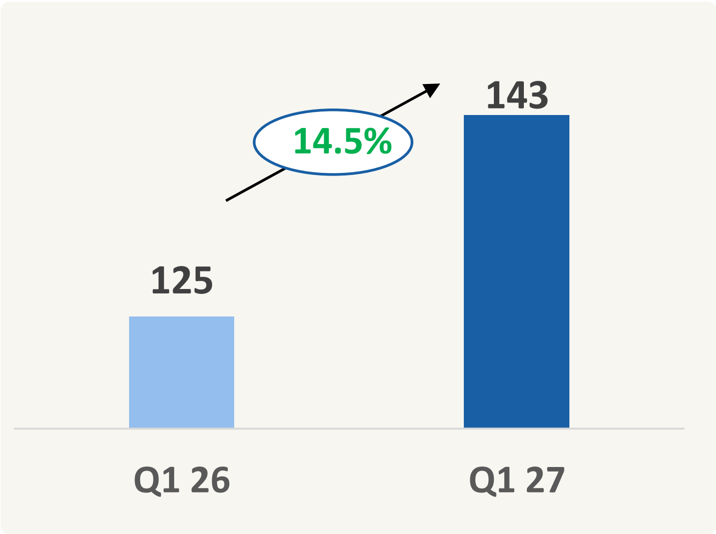
Revenue (Rs. Cr.)



EBIDTA (Rs. Cr.)



PAT (Rs. Cr.)



- **Q1 Revenue = Rs. 873 cr. – growth of 13% yoy**
- **Q1 EBIDTA = Rs. 296 cr. – 34% EBIDTA margin and 7% growth yoy**
- **Q1 PAT = Rs. 143 cr. – up 14.5% yoy**

- **OCF = 77% of EBIDTA**
- **Q1 Capex = Rs. 88 cr.**
- **Q1 Effective Tax Rate = 20%**

Source – Unaudited Financial Statements

Consolidated P&L Statement

Q1 FY27

₹ Cr unless specified

Consolidated (Rs. Cr)	Q1 FY27	Q1 FY26	*YoY (%)*
Revenue from Operations	**873**	**773**	***13.0%***
Gross Profit	634	588	***7.8%***
Gross Margin	***72.6%***	***76.1%***	
Employee Cost	153	144	***6.2%***
as % of Revenue	17.6%	*18.7%*	
Other Expenses	184	167	***10.2%***
as % of Revenue	*21.1%*	*21.6%*	
EBITDA	**296**	**277**	***7.1%***
EBITDA Margin	***33.9%***	***35.8%***	
Depreciation	16	15	***7.3%***
Amortisation	57	56	***0.9%***
Finance Cost	47	49	***-4.2%***
Other Income	2	3	***-11.2%***
Profit Before Tax (PBT)	**179**	**161**	***11.4%***
Taxes	36	36	***0.7%***
Effective Tax Rate	*20%*	*22.5%*	
Profit After Tax (PAT)	**143**	**125**	***14.5%***
PAT Margin	***16.4%***	***16.2%***	

Consolidated Highlights – Q1 FY27

Revenue
₹873 Cr
↑ 13% YoY

EBITDA
₹296 Cr
↑ 7% YoY

EBITDA margin
34%
short-term compression

PAT
₹143 Cr
↑ 14% YoY

Capex
₹88 Cr

OCF/EBITDA
77%

Book Tax Rate
₹20%
vs 22.5% in Q1 FY26

EPS	Cash EPS
₹10.27	**₹13.52**

Source – Unaudited Financial Statements

Key Priorities for the next two quarters of FY27

Eris

01 **Get OAD segment to 70% of market growth**

Our largest therapy · 20% of the portfolio

02 **Get Cardiac closer to market growth**

The second of our two legacy engines and yet to achieve full momentum

03 **Commercialise Eris Bionxt**

For control on supplies, margin improvement and leveraging fiscal benefits

04 **Enter the non-represented Insulin Analogs market**

Market sized Rs ₹2,309 cr p.a. and growing 9.4%, with Eris not yet represented

05 **Keep the momentum going for Sundae**

Retain #1 rank in volume of prescriptions and sale; keep augmenting value

06 **CAPA completion for Swiss Parenterals sites**

Get both injectable sites audit ready

Source – HealthPlix for Rx data and IQVIA for Sales data

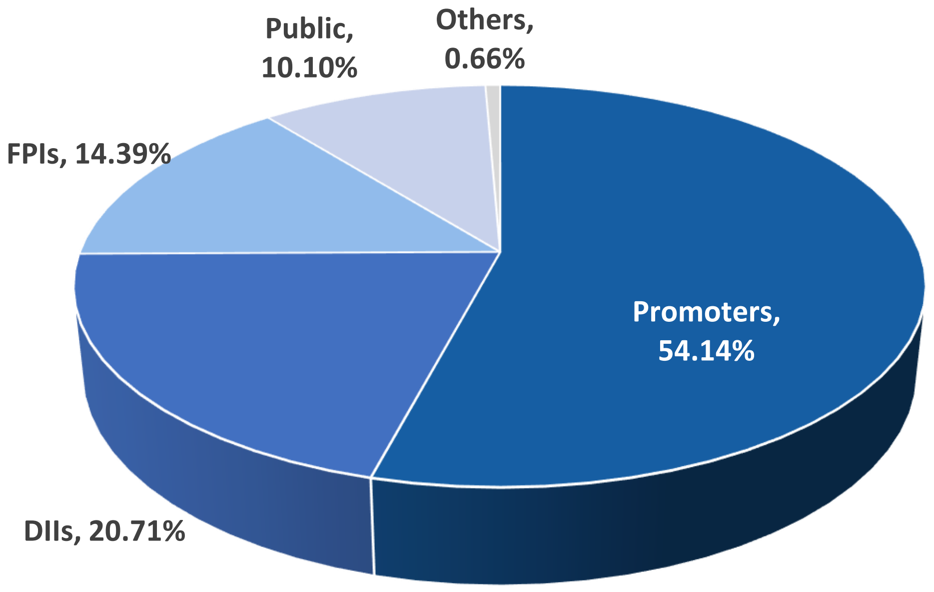
Shareholder Profile

As of June 2026

Shareholding of Promoters and Top 15 Institutional Investors

Name of Shareholder	30-June-26 1,434*	31-Mar-26 1,297*	31-Dec-25 1,506*
Promoters	**54.14%**	**53.92%**	**54.85%**
LILAC INVESTMENTS LIMITED	8.63%	8.64%	8.78%
HDFC MUTUAL FUND	8.33%	8.46%	8.42%
FRANKLIN TEMPLETON MUTUAL FUND	4.29%	4.06%	3.88%
UTI MUTUAL FUND	1.58%	1.92%	1.93%
VANGUARD FUND	1.32%	1.26%	1.28%
HSBC MUTUAL FUND	1.03%	0.71%	0.72%
FRANKLIN TEMPLETON INVESTMENT FUNDS	0.94%	1.00%	1.01%
MIRAE ASSET MUTUAL FUND	0.90%	0.44%	0.44%
DSP MUTUAL FUND	0.89%	0.89%	0.90%
BLACKROCK FUNDS	0.80%	0.81%	0.79%
BOI AXA MUTUAL FUND	0.78%	0.76%	0.76%
TATA AIA LIFE INSURANCE	0.64%	0.63%	0.66%
STEINBERG INDIA FUND	0.51%	0.51%	0.51%
BANDHAN MUTUAL FUND	0.45%	0.32%	0.31%
DIMENSIONAL FUNDS	0.38%	0.37%	0.37%

Shareholding Pattern as of Jun 2026



BSE Ticker	540596
NSE Ticker	ERIS
# of Shares outstanding	13,85,78,489
Market Cap. (INR Cr)*	19,865

*Closing share price as of June 30, 2026, as per NSE

Safe Harbor Statement

This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions.

Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and the underlying assumptions and statements, other than those based on historical facts, including, but not limited to, those that are identified by the use of words such as ‘anticipates’, ‘believes’, ‘estimates’, ‘expects’, ‘intends’, ‘plans’, ‘predicts’, ‘projects’ and similar expressions. Risks and uncertainties that could affect us include, without limitation:

- General economic and business conditions in the markets in which we operate;
- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in the healthcare sector;
- Changes in the laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in the political conditions in India and in other global economies.

Should one or more of such risks and uncertainties materialise, or should any underlying assumption prove incorrect, actual outcomes may vary materially from those indicated in the applicable forward-looking statements.

Any forward-looking statement or information contained in this presentation speaks only as of the date of the statement. We are not required to update any such statement or information to either reflect events or circumstances that occur after the date the statement or information is made or to account for unanticipated events, unless it is required by Law.

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Eris
POWER OF EMPATHY
TRUTH OF SCIENCE

Thank You!

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