Date: July 28, 2026

To,

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400051
Maharashtra, India.
Symbol: FABTECH

BSE Limited
Listing Department
Floor 25, P J Towers,
Dalal Street, Mumbai – 400001
Maharashtra, India.
Scrip Code: 544558

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation in relation to the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and three months ended June 30, 2026.

Request you to take the same on record.

Thank you.

Yours faithfully,
For Fabtech Technologies Limited

HEMANT MOHAN ANAVKAR
Digitally signed by HEMANT MOHAN ANAVKAR
Date: 2026.07.28 10:03:47 +05'30'

Hemant Mohan Anavkar
Executive Director
DIN: 00150776

Encl.: As mentioned above




Fabtech Technologies Limited

Q1 FY2026-2027 Investor Presentation

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Why Turnkey + In-House Manufacturing Matters

- In pharmaceutical, biopharma, and healthcare projects, choosing a turnkey partner with in-house **Process, Air & Water** manufacturing capabilities is no longer a preference, it is a strategic necessity.
- **Single Accountability, Zero Coordination Risk:** One partner owns design, engineering, manufacturing, installation, and validation, eliminating delays and vendor conflicts.
- **Precision-Controlled Environments In-House:** Process Equipment & Containment Systems (Process), Cleanrooms (Air) & Purified Water & Distribution (Water) are engineered under one ecosystem ensuring seamless integration and regulatory compliance.
- **Speed to Market:** In-house manufacturing drastically reduces dependency on imports and fragmented suppliers accelerating delivery, qualification, and commercial launch.
- **Regulatory Confidence**: A unified turnkey approach ensures every system meets global cGMP, WHO, EU-GMP, USFDA, and ISO standards from the first blueprint to final validation.
- **Cost Efficiency & Long-Term Reliability**: Integrated design-to-delivery reduces project cost overruns and safeguards long-term operational efficiency.

Global Turnkey Solutions Provider to the Life Sciences & Healthcare Sectors

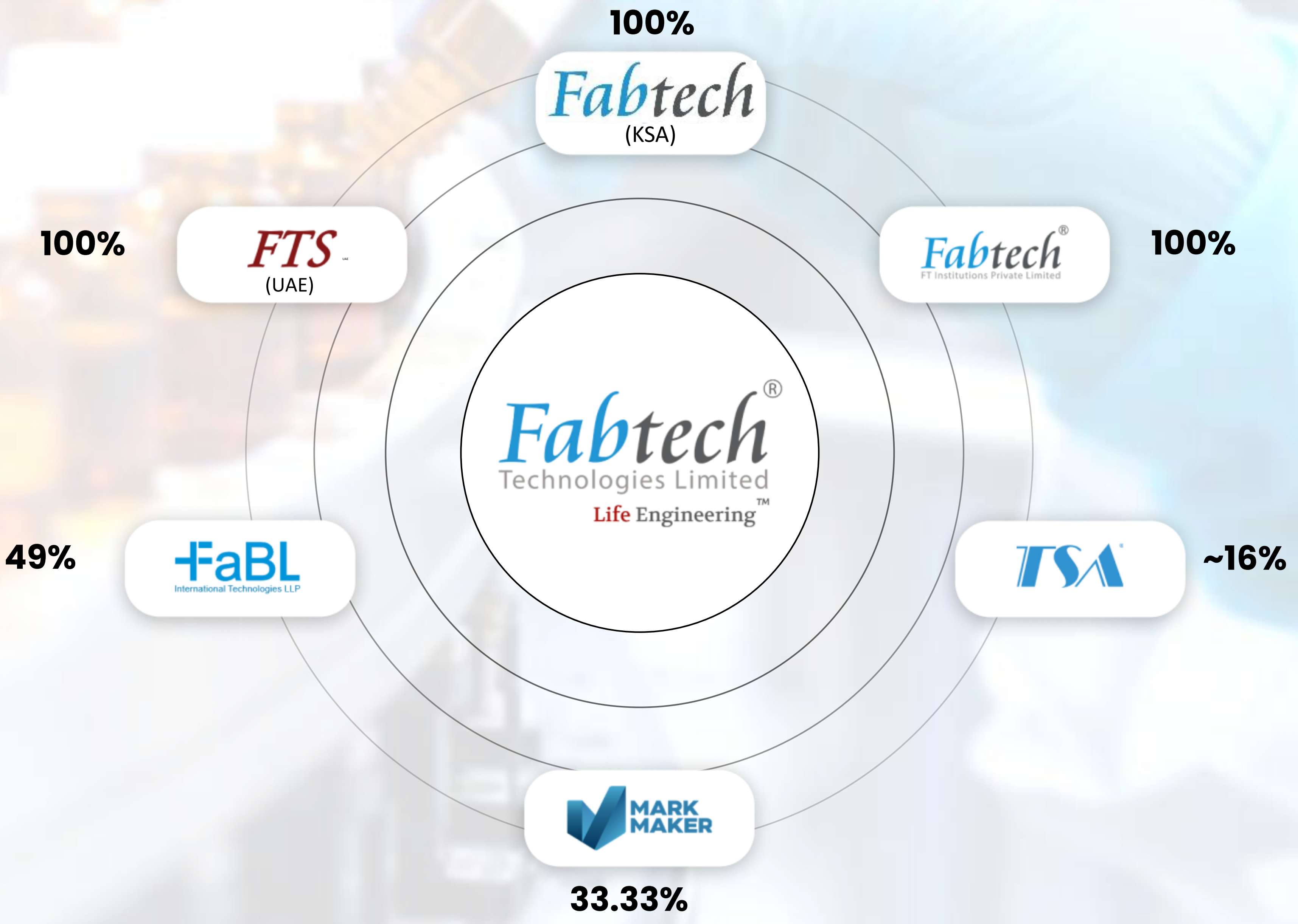
- **Fabtech Technologies Limited (FTL),** the flagship of the Fabtech Group, brings three decades of engineering excellence to deliver **start-to-finish** turnkey solutions for pharmaceutical, biotech, and healthcare facilities worldwide. With deep capabilities across **Process, Air & Water**, FTL integrates design, engineering, manufacturing, and validation to build GMP-compliant, energy-efficient, and contamination-controlled environments across **62 countries**.

- **Post-COVID, the MEA region's focus on pharmaceutical self-reliance** has accelerated FTL's growth trajectory. Derives **78% of revenue from MENA, GCC, and ECO Zone markets**, the Company expands through **FTS Cleanroom Systems LLC** and strategic joint ventures. FTL continues to strengthen its position as a preferred partner for critical facility infrastructure in the markets present.

- **Fabtech's asset-light, integrated model** combines in-house manufacturing, advanced project execution, and minimal third-party dependency to ensure **speed, quality, and consistency**. By mastering the pillars of **Bio-Clean Air, Pure Water, and Precision Process Systems**, FTL empowers nations to build **resilient, sustainable, and future-ready healthcare manufacturing ecosystems.**

FTL Ecosystem

Fabtech – Listed Main Board
"FABTECH"



Quarter at a glance

Returned to profitability year on year · contribution margin expanded · disciplined cost and project execution.

REVENUE

₹74.98 Cr

+10.3% YoY from ₹68.01 Cr

EBITDA

₹7.41 Cr

9.5% margin vs –₹5.27 Cr

PROFIT AFTER TAX

₹4.21 Cr

vs –₹6.13 Cr loss in Q1 FY26

CONTRIBUTION MARGIN

46.7%

+910 bps YoY from 37.6%

Read it year on year

Year on year: the right lens

- Revenue up 10.3%, consistent with our growth trajectory
- Swung from a ₹6.13 Cr loss to a ₹4.21 Cr profit
- Contribution margin expanded roughly 910 basis points
- Employee costs down 2.8% — operating leverage emerging
- Finance costs down 35.9% on post-IPO utilisation of funds

Sequential decline: context matters

- Q4 is typically the strongest quarter in EPC businesses
- Revenue is recognised on the basis of shipments
- Seasonal concentration in H2 is characteristic of the sector
- Sequential swings do not reflect order book health
- Q1 FY27 order inflows and pipeline remain constructive

Revenue follows execution

01
Tender

02
Order award

03
Engineering & design

04
Procurement

05
Execution & delivery

06
Billing & recognition

Revenue recognition happens at the end of a long execution cycle. A quiet Q1 P&L can coexist with a full and healthy project pipeline.

Project timing

Contracts run 12–36 months. Billing events are milestone-based, not evenly spread across quarters.

Seasonality pattern

Life sciences engineering concentrates in H2. Q1 is historically a lower billing quarter across the industry.

Order book quality

Health is best read through order book, new inflows and margin per project — not one quarter's P&L.

Financial highlights

METRIC	Q1 FY26	Q4 FY26	Q1 FY27	YOY CHANGE
Revenue (₹ Cr)	68.01	158.52	**74.98**	+10.3%
Contribution margin	37.6%	38.7%	**46.7%**	+910 bps
EBITDA (₹ Cr)	(5.27)	31.93	**7.41**	Positive
PAT (₹ Cr)	(6.13)	22.06	**4.21**	Positive
Employee cost (₹ Cr)	10.52	12.71	**10.22**	−2.8%
Finance costs (₹ Cr)	1.34	0.88	**0.84**	−35.9%

Consolidated, unaudited. Q4 FY26 is the seasonal peak quarter and is shown for context only.

Why the margin matters

46.7%

Contribution margin, Q1 FY27 — the highest level we have recorded.

vs 37.6% in Q1 FY26 · +910 bps vs 38.7% in Q4 FY26 · +800 bps

What drives the improvement

Better project selection

Disciplined tendering, focused where our engineering depth creates pricing power.

Procurement efficiency

Tighter vendor frameworks reducing the cost-of-goods component per project.

Execution quality

Fewer variation orders, less rework, fewer cost overruns as processes strengthen.

Scope mix

More engineering and design content, which carries structurally higher margin than supply.

Becoming local, market by market

The 10% consolidated growth masks a significant shift in operational mix. Saudi Arabia, Africa and the standalone turnaround together offset severe regional headwinds in the UAE.

SAUDI ARABIA

+130%

₹17.13 Cr in Q1 FY27

Stellar YoY growth from a market that is now fully active — the clearest proof of the localisation strategy.

AFRICA

₹27.93 Cr

Morocco and Kenya combined

A massive scale-up from new markets — Africa has emerged as a key growth engine for the group.

CORE FTL BUSINESS

Turnaround

Standalone, on a YoY basis

A strong standalone recovery in the core business alongside the international scale-up.

UAE (FTS)

Headwinds

Severe regional pressure

Absorbed within the consolidated result — diversification is what made that possible.

Geographic revenue mix

FY26 full year, prior to intersegment adjustments — indicative of the footprint behind Q1 FY27.

29.6%	**27.9%**	**18.2%**	**10.0%**	**9.6%**	**4.8%**
Rest of world	UAE	Saudi Arabia	India	Kenya	Morocco

International revenue share of approximately 55%, across a footprint of 60+ countries.

Order book and pipeline

OPEN ORDER BOOK

₹900+ Cr

As of June 30, 2026

NEW ORDER INFLOWS

₹96.5 Cr

Added in Q1 FY27

REPEAT CLIENTS

₹8.4 Cr

Of Q1 FY27 inflows

Strong visibility over the next two years. Geopolitics has temporarily delayed the finalisation of certain orders — there have been no cancellations, and customer engagement remains highly active.

The business at a glance

CORE SECTOR

Pharmaceutical and life sciences

BUSINESS TYPE

Turnkey EPC, design to delivery

SERVICE SCOPE

Cleanrooms, HVAC, process systems, MEP

PROJECT DURATION

12 to 36 months, typical

REVENUE MODEL

Milestone-based billing

GEOGRAPHIC REACH

60+ countries across 6 continents

Capital allocation philosophy

Deployed against execution

Working capital is released in line with order book growth and real project requirements.

Acquisitions on fit, not pace

Inorganic capital moves only where there is genuine strategic fit and value accretion.

Idle capital still earns

Funds awaiting deployment sit in bank fixed deposits — capital preserved, returns stable.

Reviewed every quarter

The Board applies a return-on-invested-capital lens to every allocation decision.

Strategic direction

Global expansion

Deepening in the GCC, East Africa and South-East Asia, with Fabtech Lifecare as the vehicle for geography-led growth.

Operational excellence

Project management systems, procurement discipline and execution quality to sustain the margin profile.

Technology adoption

Digital tools across delivery, from design to commissioning, and data infrastructure for decision-making.

People and leadership

Post-IPO investment in leadership depth and structured hiring to scale the institution.

Capital discipline

Selective deployment of IPO proceeds, with return on capital as the governing metric.

INDUSTRY TAILWINDS

- Biologics and specialty pharma capex accelerating
- Healthcare infrastructure investment in the GCC and Africa
- Regulatory pressure driving facility upgrades globally
- China+1 strategies increasing manufacturing diversity

Outlook for FY27

20–25%

Expected YoY organic growth for the current fiscal year, based on the order pipeline and business visibility.

Q2 steady, H2 stronger

Next quarter is expected to remain steady, with stronger performance in Q3 and Q4 as execution accelerates and deferred orders are finalised.

Large-ticket opportunities in Africa

Actively pursued, and expected to strengthen the ₹900+ Cr order book on conversion.

The focus stays fixed

Profitable growth, disciplined execution, working capital efficiency and localised geographic diversification — to drive long-term value for all stakeholders.

Building infrastructure. Enabling science. Engineering life.

Our aspiration is not simply to become larger. It is to become stronger, more resilient and more admired — an institution that commands trust and stands as a global benchmark in life sciences engineering.

NAUSHAD PANJWANI, CHAIRMAN · FABTECH TECHNOLOGIES LIMITED

Q1 FY27 EARNINGS CALL

Questions

Fabtech Technologies Limited
NSE & BSE listed · Ticker: FABTECH

www.fabtechnologies.com
investors@fabtechnologies.com

Forward-looking statement: this presentation contains statements about future business prospects that involve risks and uncertainties. Actual results may differ materially. Figures are consolidated and unaudited unless stated otherwise, and are subject to reclassification. Please review with the audit committee and legal counsel before release.

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Fabtech Technologies Limited
Life Engineering™

Fabtech Technologies Limited

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THANK YOU

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