



Regd. Office : 109, Ghanshyam Enclave, Link Road, Laljipada, Kandivali (W), Mumbai : 400067.

Factory : Plot No. 9, 10, Phase II, Genesis Ind. Estate, Kolgaon, Palghar - 401 404. Maharashtra.

Contact No. : +91 9820201063 / 8080333319 / 8411879521

Email : influxhealthtech@gmail.com/ influxhealthcare1@gmail.com

Website : www.influxhealthtech.com

CIN : U24299MH2020PLC346825

May 21, 2026

To,
Listing Department,
National Stock Exchange Limited
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (E),
Mumbai-400 051

Scrip Code – INFLUX

Dear Sir/Ma'am,

Sub.: Submission of Investor Presentation for Investor Conference Call scheduled to be held on May 22, 2026.

Ref.: Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In continuation with our intimation dated May 14, 2026 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing regulations"), we are attaching herewith the Investor Presentation.

The above information is also being hosted on the website of the Company at https://influxhealthtech.com/wp-content/uploads/2026/05/Influx-Healthtech_FY26-Investor-Presentation-1.pdf.

We request you to take the above information on record.

Thanking you,

For Influx Healthtech Limited,

Munir Abdul Ganee Chandniwala
Managing Director
DIN: 08459582



Influx[®]
HEALTHTECH LTD

INVESTOR PRESENTATION – FY26 EARNINGS UPDATE



Agenda

1. Performance Update

2. About Influx Healthtech Limited

3. Competitive Moats

4. Investment Rationale

5. Historical Business Performance

6. Select Financial Statement Data

7. Annexures



Revenue and Profitability

Revenue from Operations



INR 146.8 crs.

Up 40% YoY

EBITDA



INR 29.9 crs.

Up 45% YoY

EBITDA Margin



20.3%

Up 72 bps YoY

PAT



INR 20.5 crs.

Up 54% YoY

PAT Margin



14.0%

Up 129 bps YoY

Return and Capital

Return on Equity (RoE)



20.4%

Vs 37.0% in FY25

Return on Capital Employed (RoCE)



25.8%

Vs 48.8% in FY25

Debtor Days



84 Days

Vs 113 in FY25

Cash Conversion Cycle



64 days

Vs -23 days in FY25

Fixed Asset Turnover



5.3x

Vs 5.6x in FY25

Presence and Capacity

Product Range



3,428

Vs 3,559 in FY25

Client Retention



98%

Vs 96% in FY25

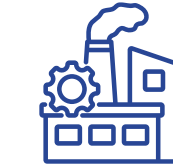
Export Countries



36

Vs 11 in FY25

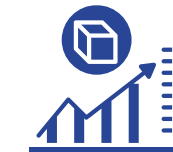
Manufacturing Units



4*

Vs 3 in FY25

Capacity Utilization



70%

Vs 89% in FY25



Business Updates

- Secured a 5-year FSSAI license for the new rented facility to manufacture health and dietary supplements
- **Capacity expansion - Invested ₹60 Lakhs to boost tablet capacity from 20,000 bottles to 30,000-35,000 bottles per day**
- Introduced the Quick Snap™ technology
- Incorporated Olahey Wellness Private Limited with a ₹1,00,000 cash investment to manufacture Ready-to-Drink wellness beverages



Financial Highlights

- Revenue grew by 40% YoY in FY26 to INR 146.8 crores
- EBITDA grew by 45% YoY in FY26 to INR 29.9 crores with margins at 20.3%
- **PAT grew by 54% YoY in FY26** to INR 20.5 crores with margins at 14.0%
- Delivered the **highest half-yearly revenue, EBITDA and PAT**, demonstrating strong execution and expanding capacity



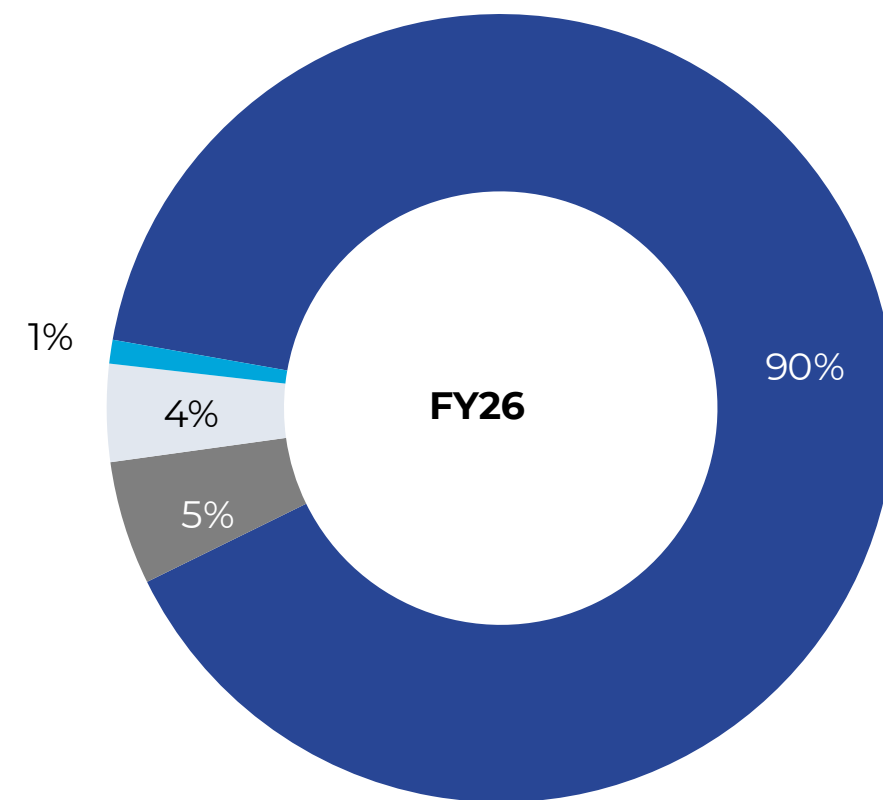
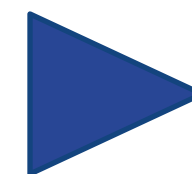
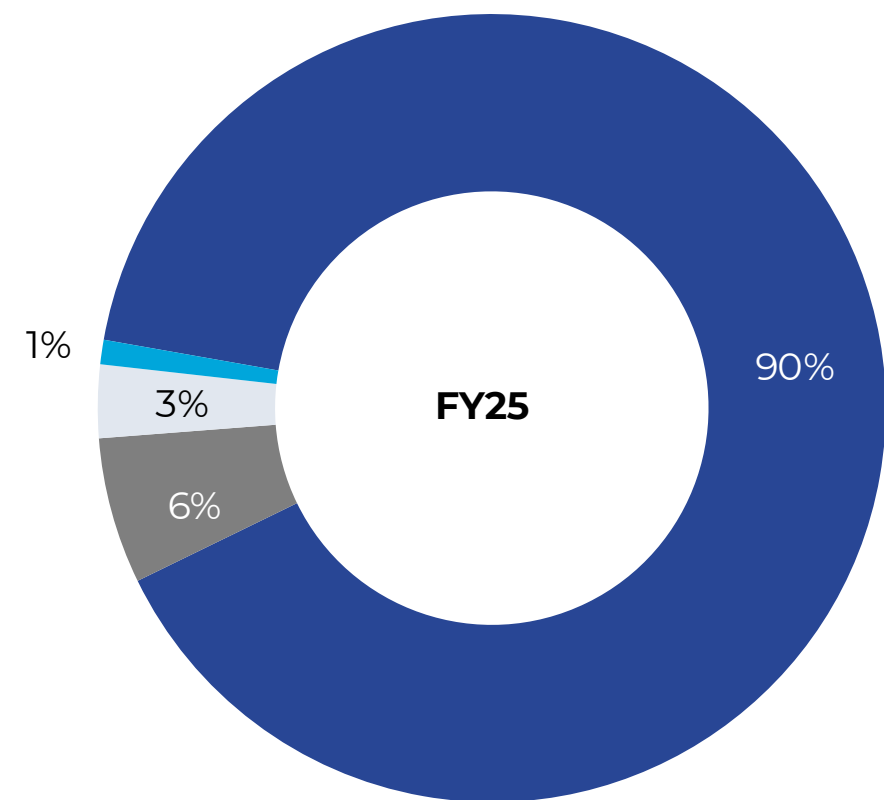
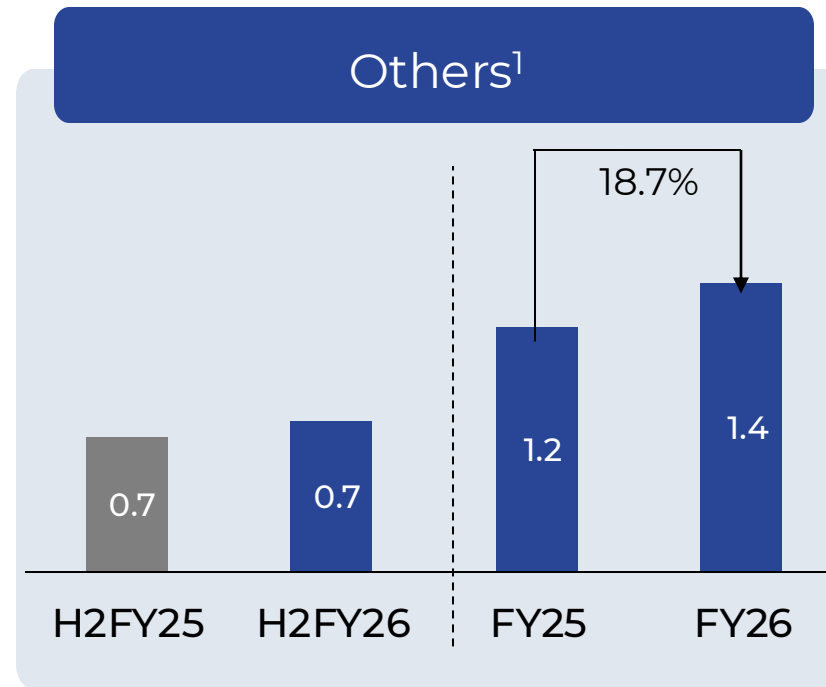
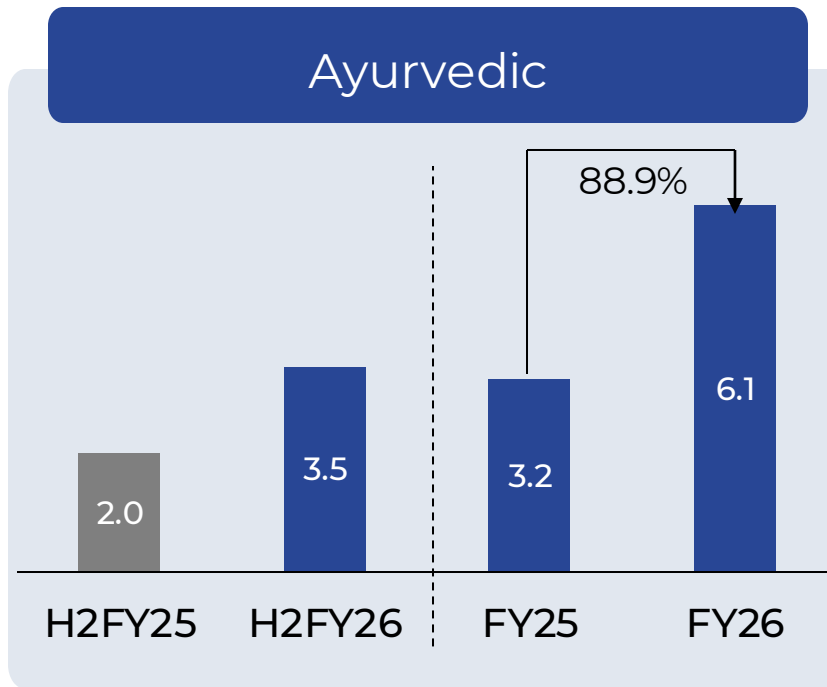
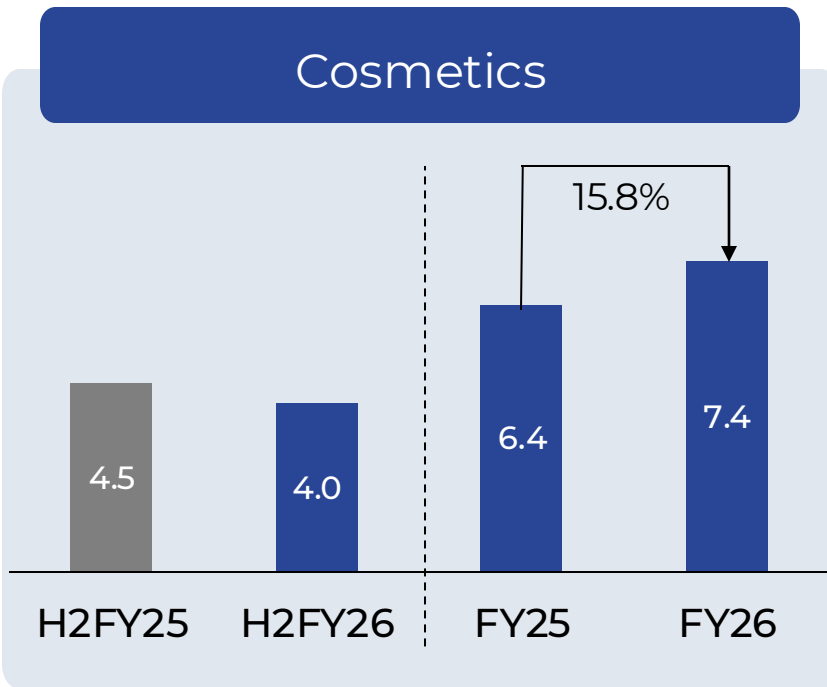
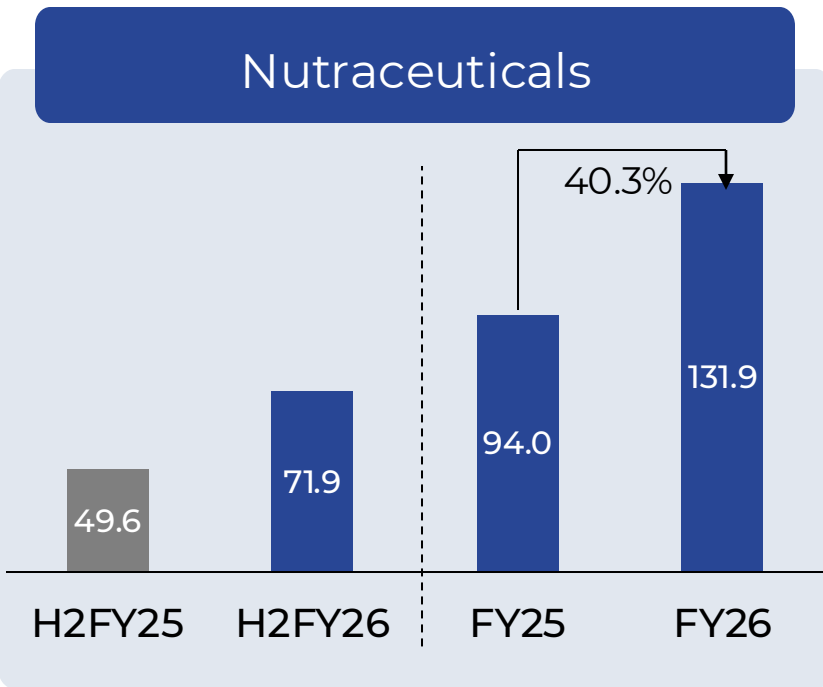
Management Commentary

- Commercialize automated beverage line and high-capacity pet production line
- Planned CapEx in nutraceuticals, cosmetics, veterinary & homecare segments to go live by H2FY27
- Received clearance to expand into the **Tanzania market**
- **FY27 Growth guidance of 25-30% with similar margins**

Revenue Split Across Segments



(₹ crores)



¹. Others include veterinary and homecare



Agenda

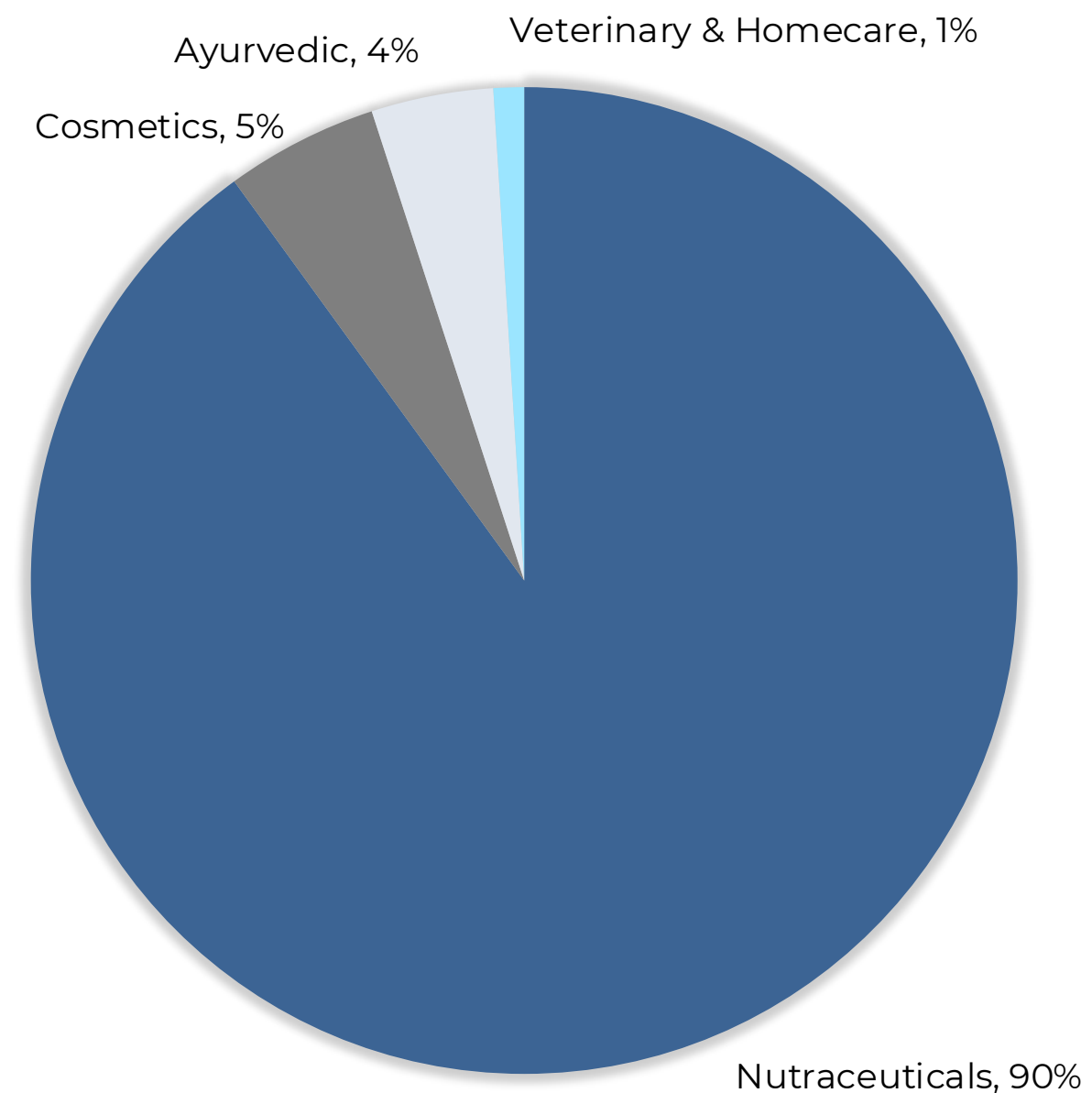
1. Performance Update
2. About Influx Healthtech Limited
3. Competitive Moats
4. Investment Rationale
5. Historical Business Performance
6. Select Financial Statement Data
7. Annexures



About Influx Healthtech Limited

- Founded in 2020 by Dr. Munir Chandniwala, Influx Healthtech is a **contract development and manufacturing organization (CDMO)** specializing in **nutraceuticals, cosmetics, pet care, and homecare**
- The company has **diverse product expertise** across dietary & nutritional supplements, cosmetics, ayurvedic/herbal formulations, veterinary feed supplements, and homecare solutions
- Operates a comprehensive business model; **provides end-to-end services**, spanning **product development, manufacturing, and regulatory support**, enabling clients to focus on core areas like formulation, discovery, and commercialization
- Caters to clients across the globe, including multinational corporations, high-growth D2C¹ brands, and niche healthcare providers
- **Manufacturing footprint: 04³ facilities** in Palghar, Maharashtra
- Certified to FSSAI, GMP, HACCP, Halal standards, ISO 22000:2018, ISO 14001:2015, NSF and FDA for products from the Food & Drugs Administration
- Received compliance approval with the Good Manufacturing Practices (GMP), enabling **Influx to expand to Tanzania market**
- Listed on NSE Emerge in June 2025; Raised ₹48 crores² via public offering

Revenue Mix – FY26 (%)



23+

Years of legacy in CDMO

3,400+

Products

160+

People

04

Manufacturing units

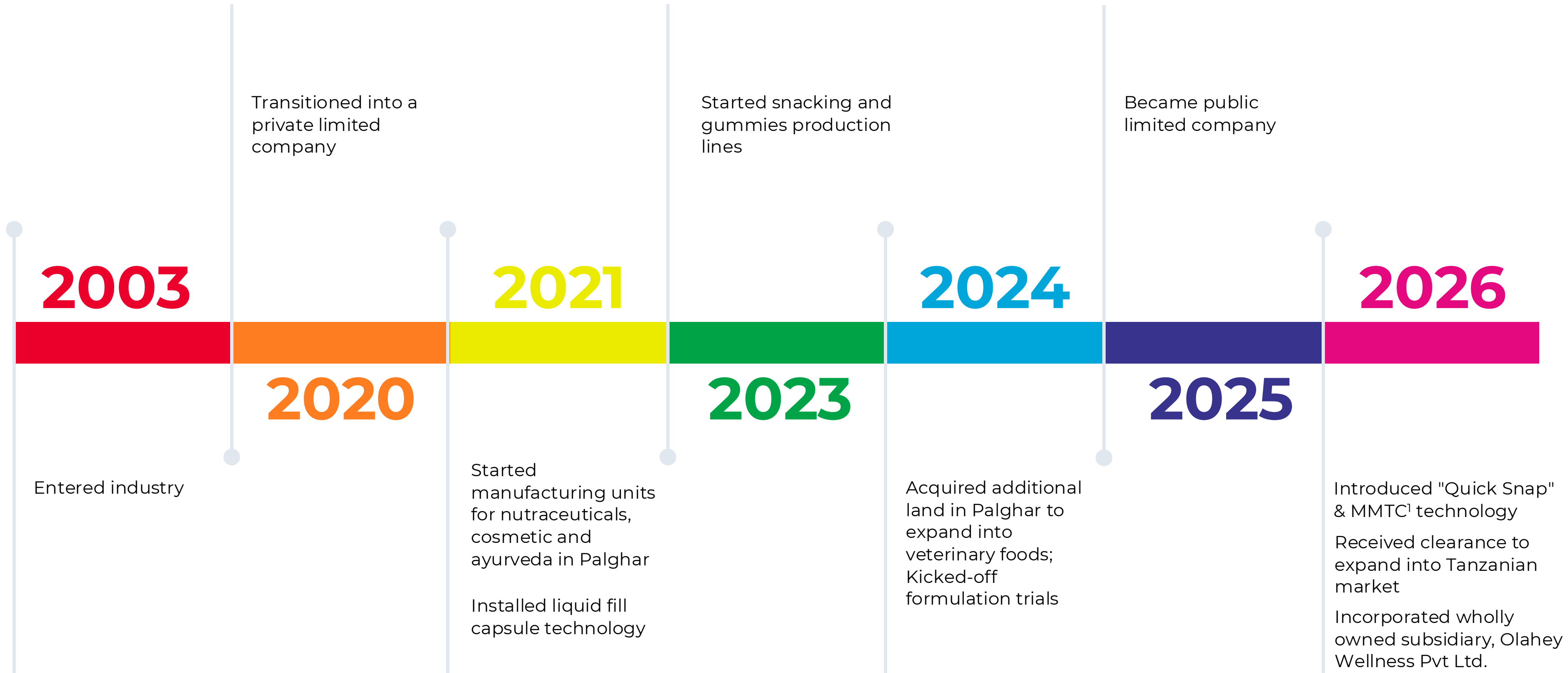
147 Cr.

FY26 Revenue

20.3%

FY26 EBIDTA margin

Strategic Milestones



1. MMTC (Multi-Mini Tablet in Capsule)



Agenda

1. Executive Summary
2. About Influx Healthtech Limited
3. Competitive Moats
4. Investment Rationale
5. Historical Business Performance
6. Select Financial Statement Data
7. Annexures



Well-diversified product portfolio



Formulation driven innovation



Robust and integrated business model



Strong clientele across geographies and industries



Capacity expansion for sustained growth

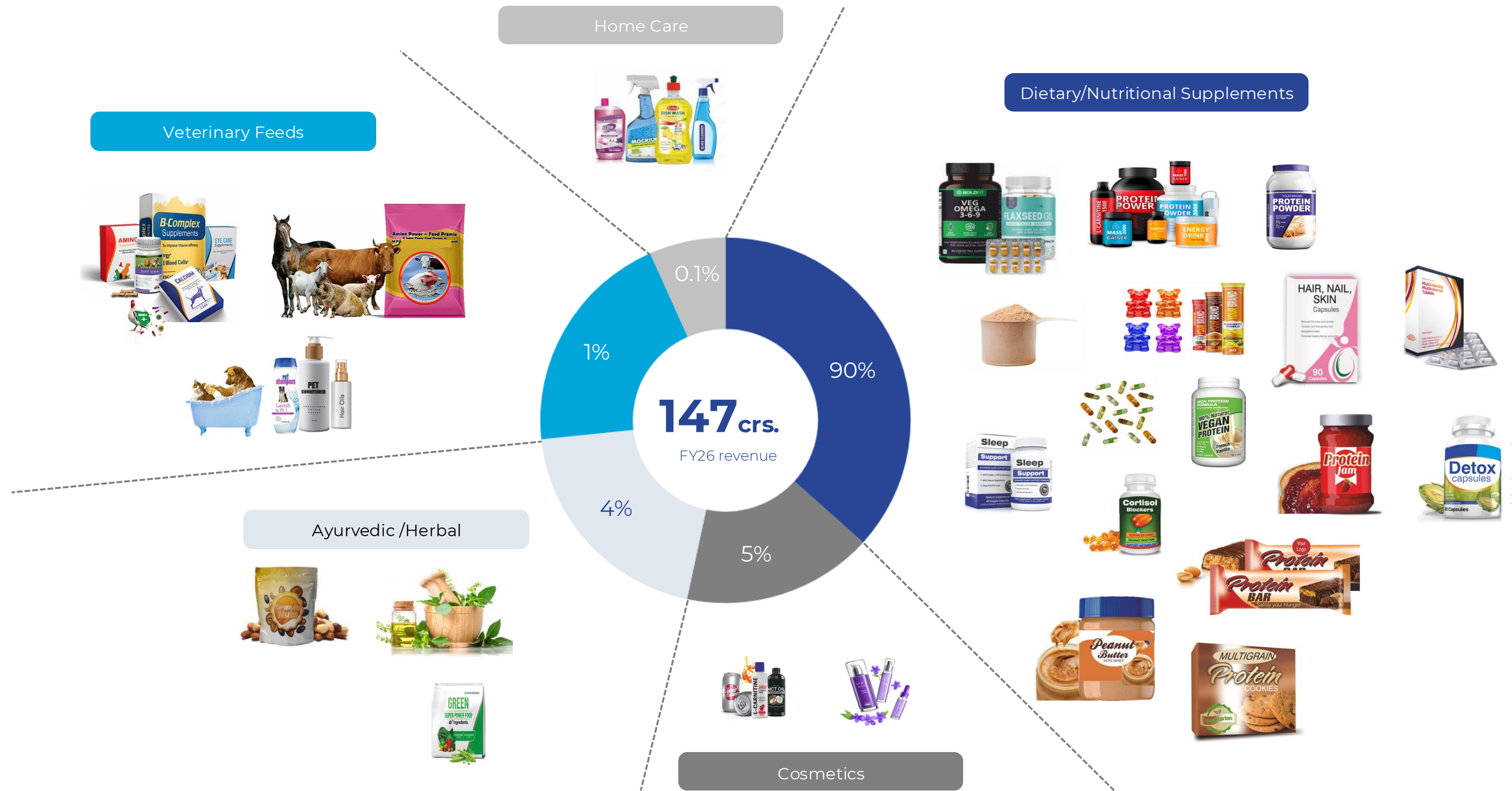


Industry leading certification & compliance systems



Passionate and purpose-driven team

Well-Diversified Product Portfolio



Our product lines reflect our dedication to bringing cutting edge, science-backed health solutions to consumers

Actively Focused on Expanding Our Product Portfolio



2021

- Nutritional gummies
- Liquid fill capsules
- Vegan protein bars
- Vegan powders range



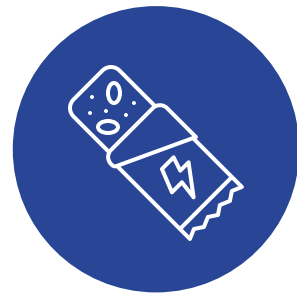
2022

- Effervescent tablets
- Waterless sunscreen
- Dry shampoos



2023

- Wafer protein bars
- Peanut butter bar
- Pet floor cleanser
- Face mask



2024

- Ayurvedic gummies
- Oral dissolving powder
- Pet food for dogs
- Nutrition toppers for pets
- Popped chips



2025

- Pet food for cats
- Nutritional oral gel



2026

- Quick snap™ technology
- MMTC technology
- Functional beverages



In-house F&D Unit: Key Driver in Creating Innovative, Market-Ready Solutions



- Provide development services including formulation development, process development and analytical development
- **In-house formulation & development (F&D) team** focused on creating new formulations based on current health trends, global product approvals, and opportunities in respective sectors
- **Operate a dedicated F&D unit** and have a team of **8 F&D professionals** with diverse set of qualifications across our businesses
 - Responsible for design, development, and optimization of product formulations
 - Evaluates product feasibility, estimates costs, and refines formulations to align with client expectations and market trends

3,400+
Products

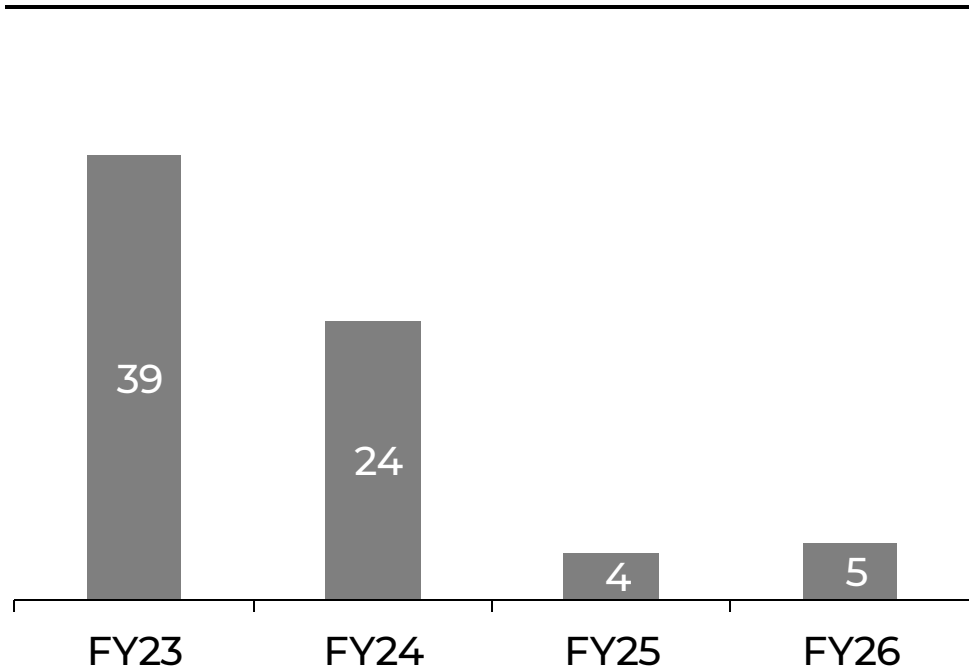
700+
Customers

8
Employees in F&D Team

1
F&D Unit

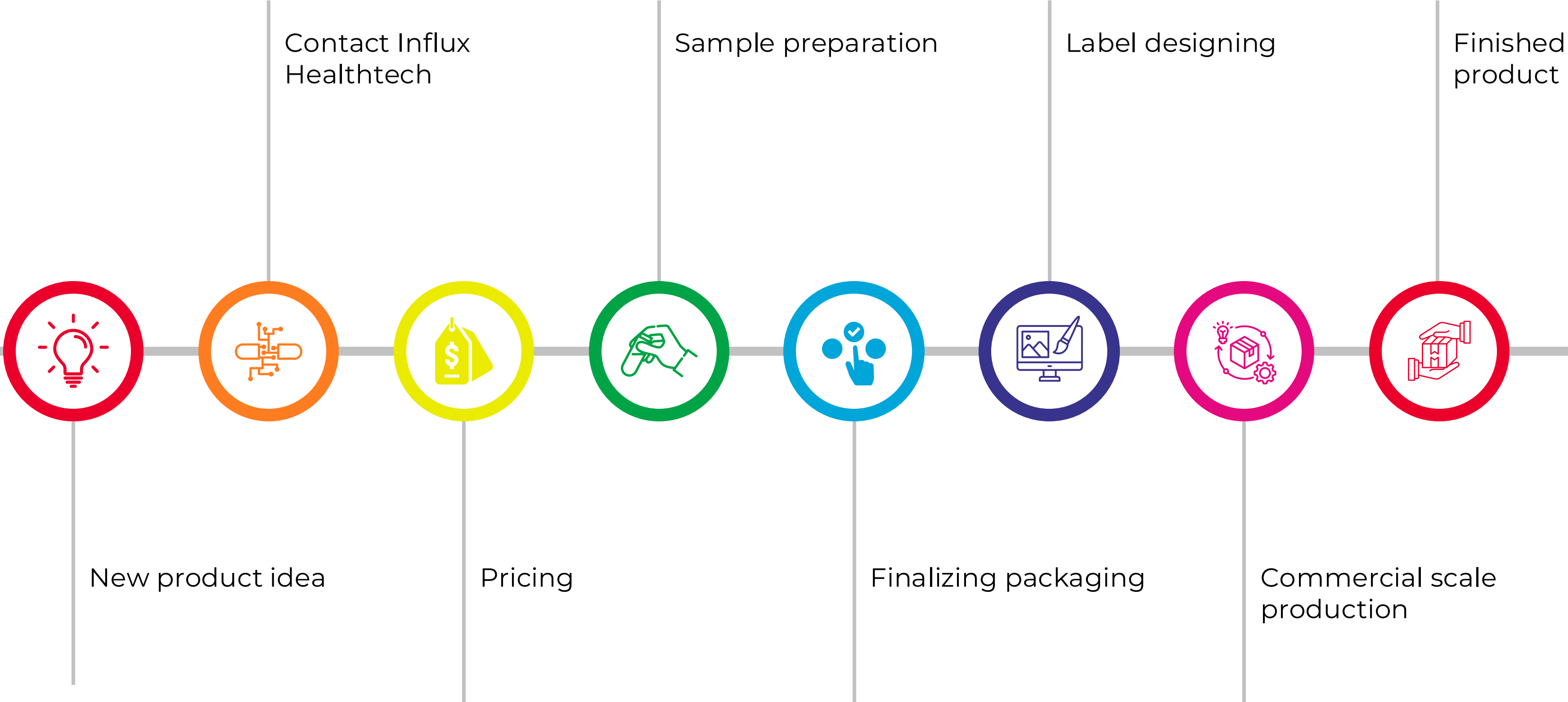


F&D Investment (₹ lakhs)



F&D team evaluates existing products & their dosages, develops new formulations, & introduces variations in existing products which are then commercially launched

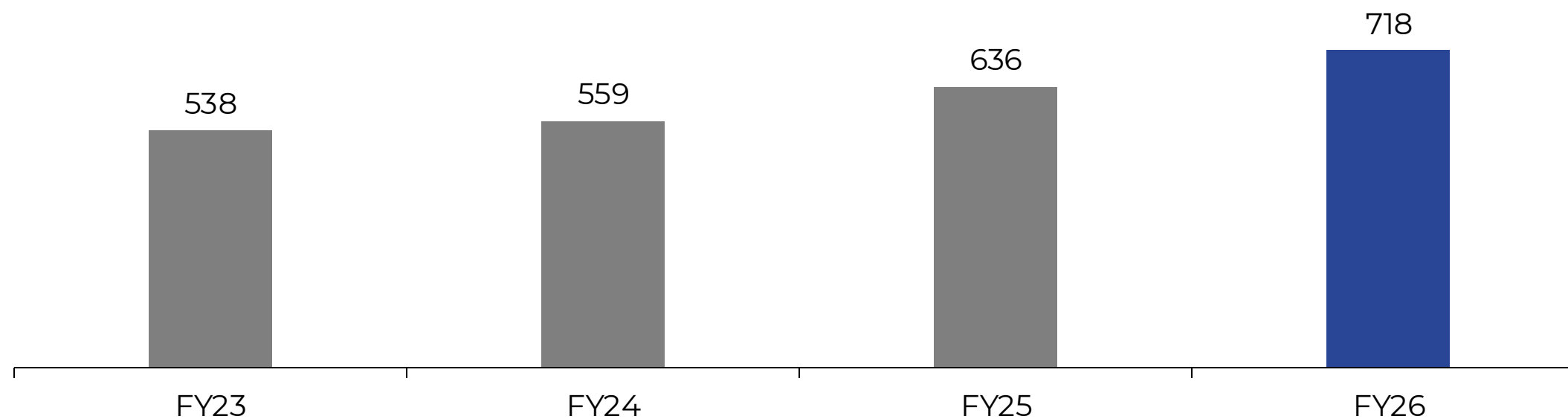
Supporting Clients Across all Stages of Development and Manufacturing



Strong Clientele Across Geographies and Industries



Number of Clients



Develop reliable, palatable formulations that ensure consumer acceptance and long-term client success



Work closely with clients to refine formulations for feasibility, cost efficiency, and market relevance



Collaborate with clients to deliver high-quality bespoke products across segments to create lasting value and enduring partnerships

Marquee Clients



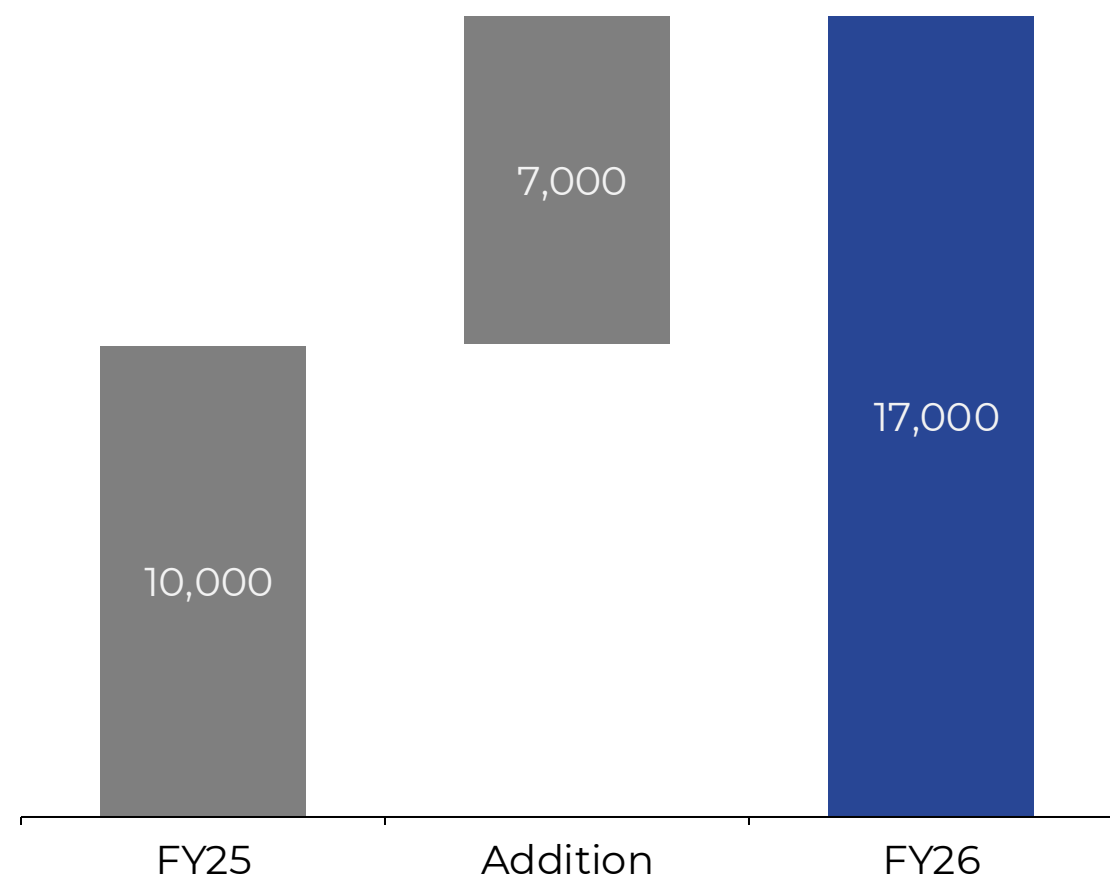
Positioned ourselves to navigate economic fluctuations, slowdowns in any single sector and shifts in consumer trends



Capacity Expansion for Sustained Growth

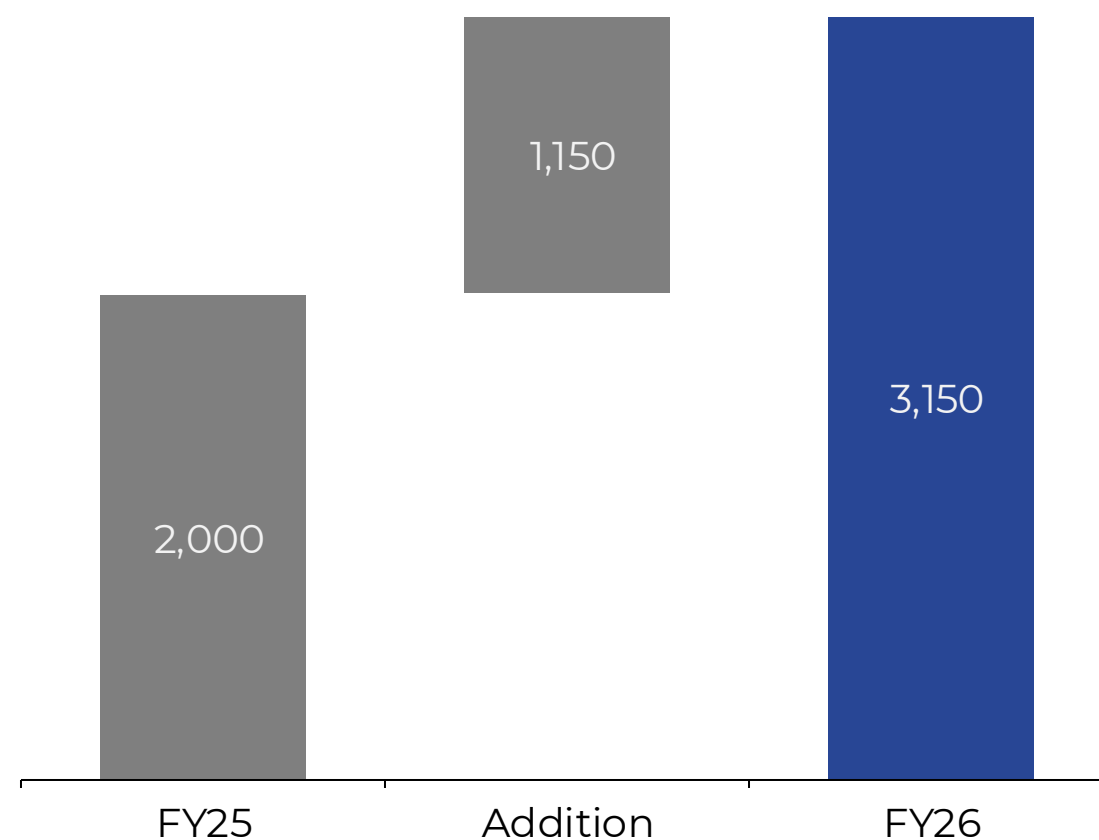
Nutraceuticals

Capacity Utilization: 72%



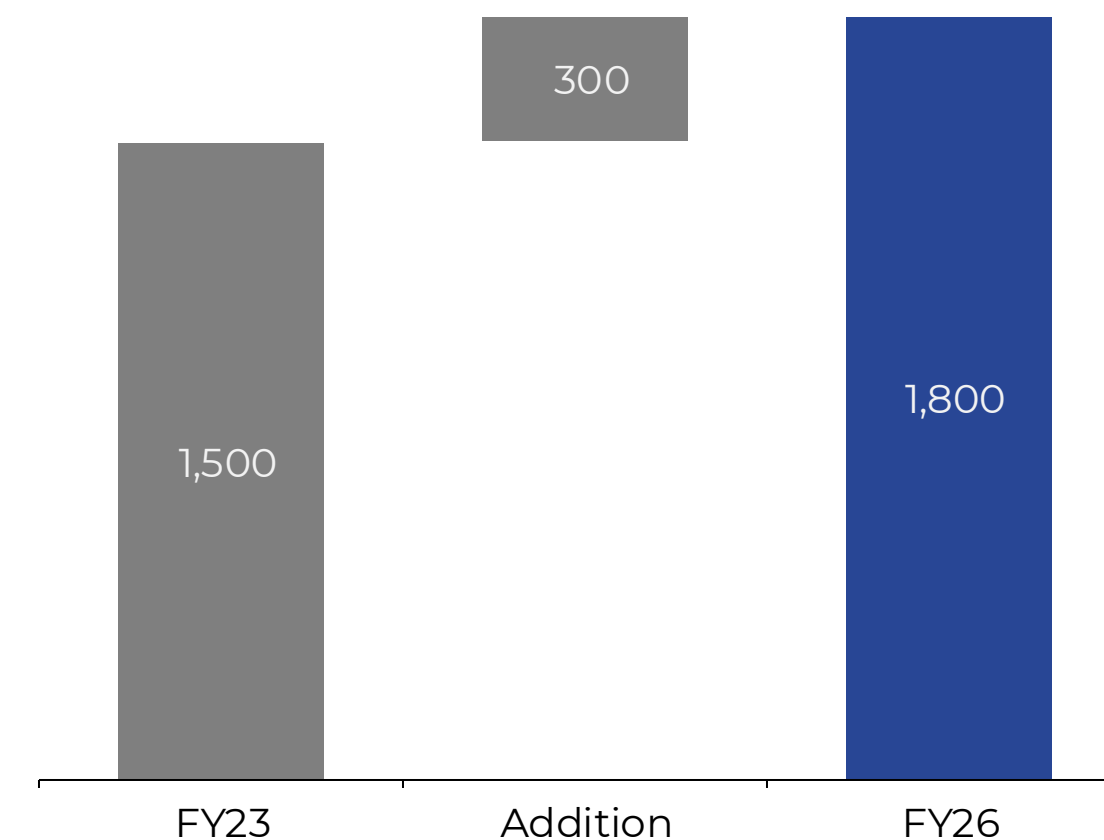
Cosmetics & Ayurvedic

Capacity Utilization: 55%



Pet Supplements & Homecare

Capacity Utilization: 75%



- Expanded capacity by 25-30% before the utilization of IPO proceeds

Capacity Expansion From Utilization of IPO Proceeds*

- Invest ₹ 29 crores for establishing a manufacturing facility under the nutraceutical division on 3,204 mt² site
- Deploy ₹ 6 crores for setting up a manufacturing facility under the veterinary food division on 1,350 mt² site
- Incur capital expenditure of ₹ 2 crores for procuring machinery to enhance manufacturing capacity in homecare & cosmetic divisions

Expect to increase capacity by 2.5x post utilization of IPO proceeds



Particulars (In ₹ lakhs)	Proposed Utilisation	Utilisation Till Date	Unutilised Till Date	Reallocated In	Reallocated Out
Nutraceutical Division	2,249.11	1,176.18	1,072.93	1,796.37	(393.36)
Veterinary Food Division	1,148.58	138.00	1,010.58	-	(549.35)
Homecare & Cosmetic Division Machinery	275.65	69.97	205.68	-	(66.60)
Total	3,673.34	1,384.15	2,289.19	1,796.37	(1,009.31)

Planned Capacity Expansion From Utilization of IPO Proceeds

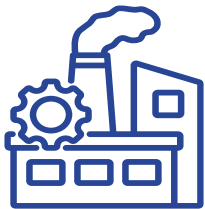
- The reallocation of ₹1,009.31 Lakhs from surplus amounts across veterinary facility and machinery allocations
- Reallocated towards the enhanced construction cost for Nutraceutical CDMO Facility, reflects a strategic scale-up, including expansion from ~35,000 to 75,000 sq. ft.
- This aligns with strong demand visibility and supports a scalable, future-ready nutraceutical CDMO platform
- No additional external borrowings or interest costs will be incurred; the reallocation utilizes surplus funds already available under originally stated objects

Massive Increase in Output Post Commissioning of Our New Capacity



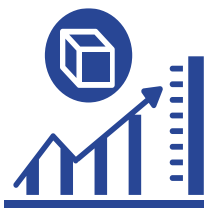
Capacities Commercialized in H1FY26, Through Internal Accruals

Multi-Line Production



- **480 kg/day:** Tablet production
- **24,000 bottles/shift:** Liquid production
- **32,000 sachets/shift:** Sachet production
- Total investment: **₹1.9 crores**

Tablet Manufacturing



- **10,000–15,000 bottles/day**
- Total investment: **₹0.6 crores**

Capsule Manufacturing

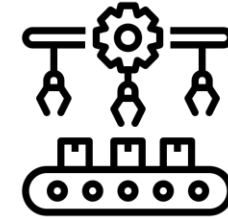


- **1,22,000 capsules/hour**
- Total investment: **~₹0.3 crores**



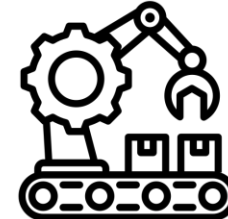
Machinery Ordered | Funded via IPO Proceeds

Automated Beverage Manufacturing Line



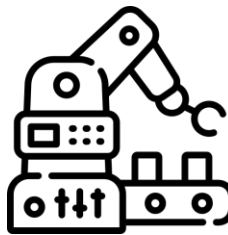
- **Capacity:** 10,000 bottles/hour
- Supports both carbonated and non-carbonated beverage formats

Sachet Card Machine (Single-Dose Innovation)



- **Feature:** Advanced single-dose packaging technology
- First-of-its-kind solution tailored for Indian market needs

Retort Manufacturing System



- **Capability:** Enables production of protein shakes and multiple ready-to-drink formats
- Expands product portfolio into high-growth nutrition and convenience categories

High-Capacity Pet Food Production Line



- **Throughput:** 1,000 kg/hour
- Enhances production capacity ~8x

Four-Track ALU Blister Packaging Machine



- **Output Gain:** Increases blistering capacity by 30%
- Improves productivity and reduces packaging cycle time

Industry Leading Certification and Compliance Systems



Industry Leading Certifications and Accreditations Enhancing our Ability to Further Revenue Growth



Adherence to High Quality Standards



Prevents unsafe food from reaching consumers



Reduces risks like contamination, errors, or unsafe products



Builds trust with customers and regulators by showing strong food safety controls



Halal certification aids in expanding market access & building consumer trust



Legally allows products to be sold in the U.S. market



Shows commitment to sustainability & eco-friendly practices

Awards and Recognition



2015

Best Nutraceutical Company of the Year 2015 in 3rd Party Manufacturing in Western India recognised by CIMS Medica Indian Pharma Expo

2016

Best Sports Supplement Manufacturing Company of the Year 2016 in 3rd Party Manufacturing in Western India recognised by CIMS Medica Indian Pharma Expo

2016

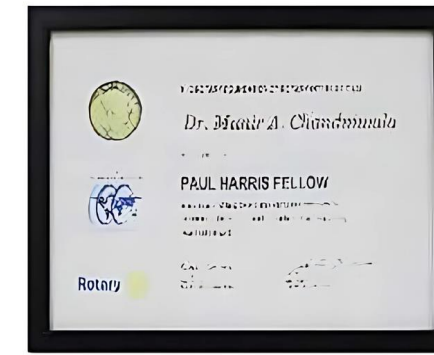
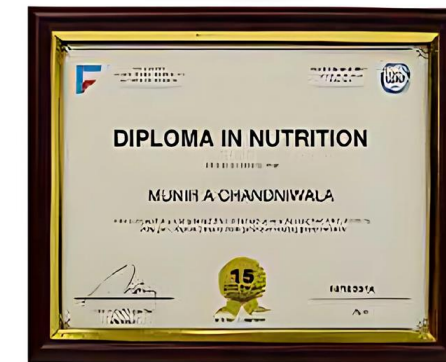
Best Sports Supplement Manufacturing Company of the Year 2016 in 3rd Party Manufacturing in Western India recognised by World Health & Wellness Congress

2018

Innovative Nutraceuticals of the Year, 2018. recognized by Nutrition and Wellness Conference & Award

2025

Grade A+ Exemplar Certification, 2025. Certified by Astraleus Services Private Limited.



Passionate and Purpose-Driven Team



Dr. M.A. Chandniwala
(MD & Chairman)

Industry experience: **22+ years**

- Phd in HR, MPhil, Diploma in Nutrition
- Post graduate degree in Management and Business & Bachelor of Pharmacy from the University of Pune
- Pharmacist with the Maharashtra State Pharmacy Council
- Leads business development and daily operations



Mrs. Shirin Chandniwala
Whole-time Director

Industry experience: **12+ years**

- Bachelor of Commerce (BCom) & Master of Commerce (MCom)
- Drives financial management, data analysis, and budget oversight
- Integral part of the company since inception.
- Proven leadership with strong leadership & execution capabilities



Dr. A.A. Chandniwala
Director

Industry experience: **40+ years**

- Diploma of Licentiate of the Court of Examiners of Homeopathic and Biochemic Systems of Medicine
- Certificate course in Modern Pharmacology
- Drives strategic growth and operational excellence



Dr. Vipul Patel
Independent Director

Industry experience: **26+ years**

- MD in Pathology and also holds an MBBS; Member of Maharashtra Medical Council
- Provides independent view on business plans, mergers, acquisitions, & major investments
- Identify, evaluate, and monitor risks to the company's operations



CA Mohmad Saleh Mutvalli
Independent Director

Industry experience: **13 years**

- Member of ICAI. 13 years of experience in taxation, accounting, & compliance management
- Contributes to optimizing tax efficiency, streamlining financial processes, & driving growth
- Ensure proper financial reporting, IFRS compliance, & adherence to regulatory standards



Agenda

1. Executive Summary
2. About Influx Healthtech Limited
3. Competitive Moats
- 4. Investment Rationale**
5. Historical Business Performance
6. Select Financial Statement Data
7. Annexures



Diversified Product Portfolio

Multi-nutritional tablets, dietary supplements, ayurvedic products, oral dispersible films, gummy candies, ice candies, and a range of innovative wellness solutions



Wide-Ranging Client Base

A strong presence across cosmetics, pharmaceuticals, and homecare sectors, hence minimizing dependency on any single industry



Advanced Formulation Development

Specializes in formulation development to deliver market-ready solutions



Robust Quality Assurance

Maintain uncompromising quality standards through a stringent quality control framework implemented at every stage of the manufacturing process



Proven Leadership Team

Led by Mr. Munir Chandniwala and Ms. Shirin Chandniwala, with a shared vision for growth, quality, and patient-centric care, complemented by the expertise of Mr. Abdul Chandniwala



Industry Leading Certification

GMP Certificate, HACCP (Hazard Analysis & Critical Control Points) Certificate, HALAL Certification, ISO 22000: 2018 Food Safety Management Systems, NSF certification and US FDA Registration for Food Products



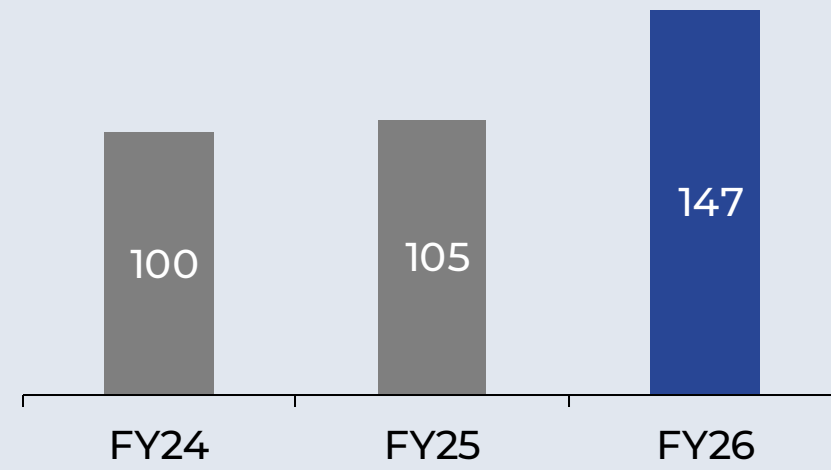
Agenda

1. Executive Summary
2. About Influx Healthtech Limited
3. Competitive Moats
4. Investment Rationale
- 5. Historical Business Performance**
6. Select Financial Statement Data
7. Annexures

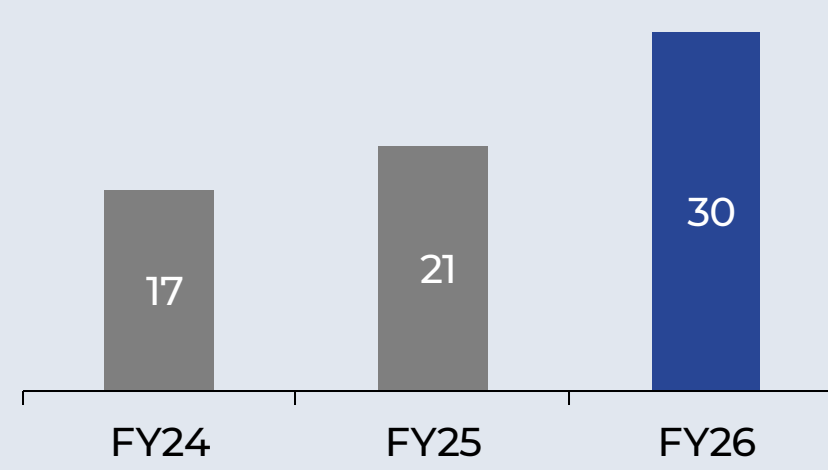
Historic Business Performance (1/3)



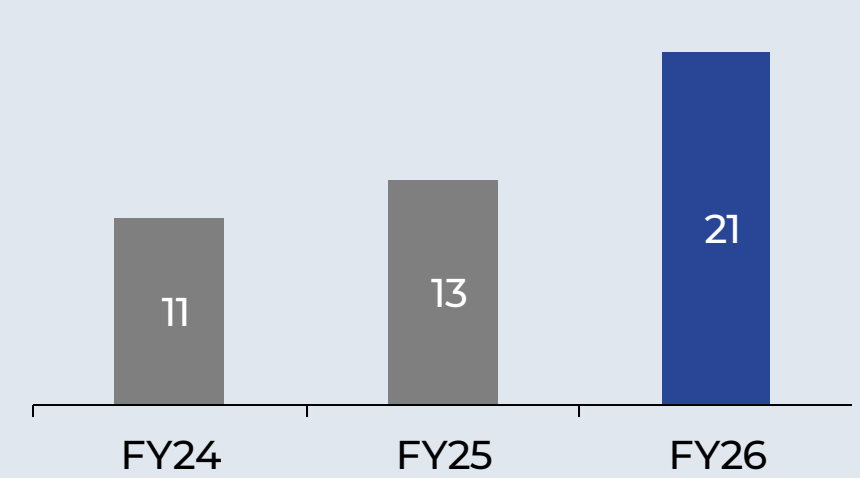
Revenue from Operations (₹ crs.)



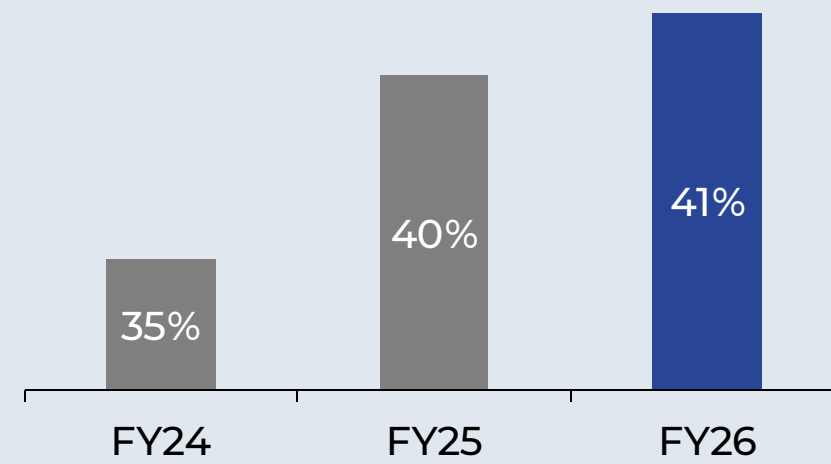
EBITDA (₹ crs.)



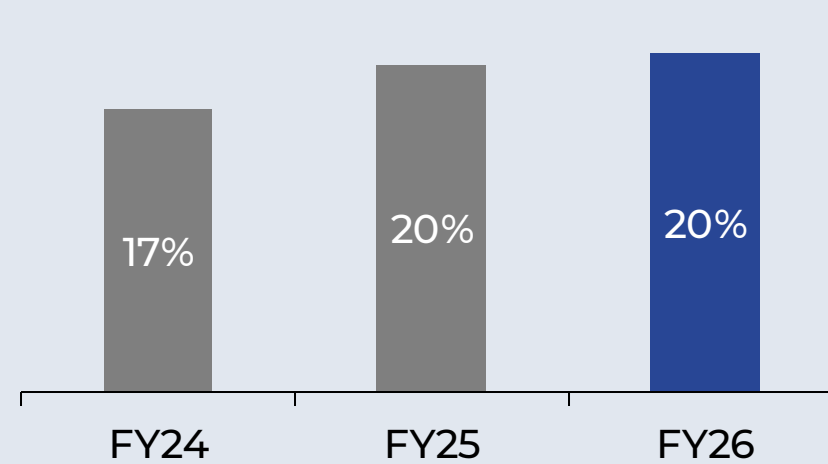
PAT (₹ crs.)



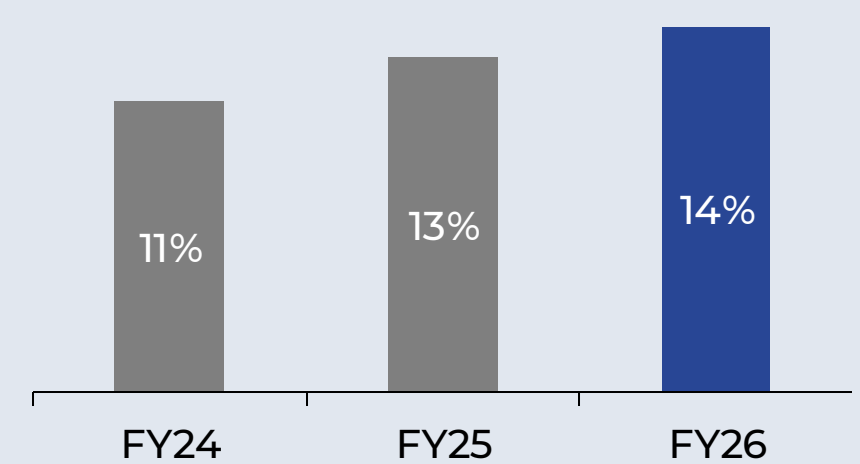
Gross Profit Margin



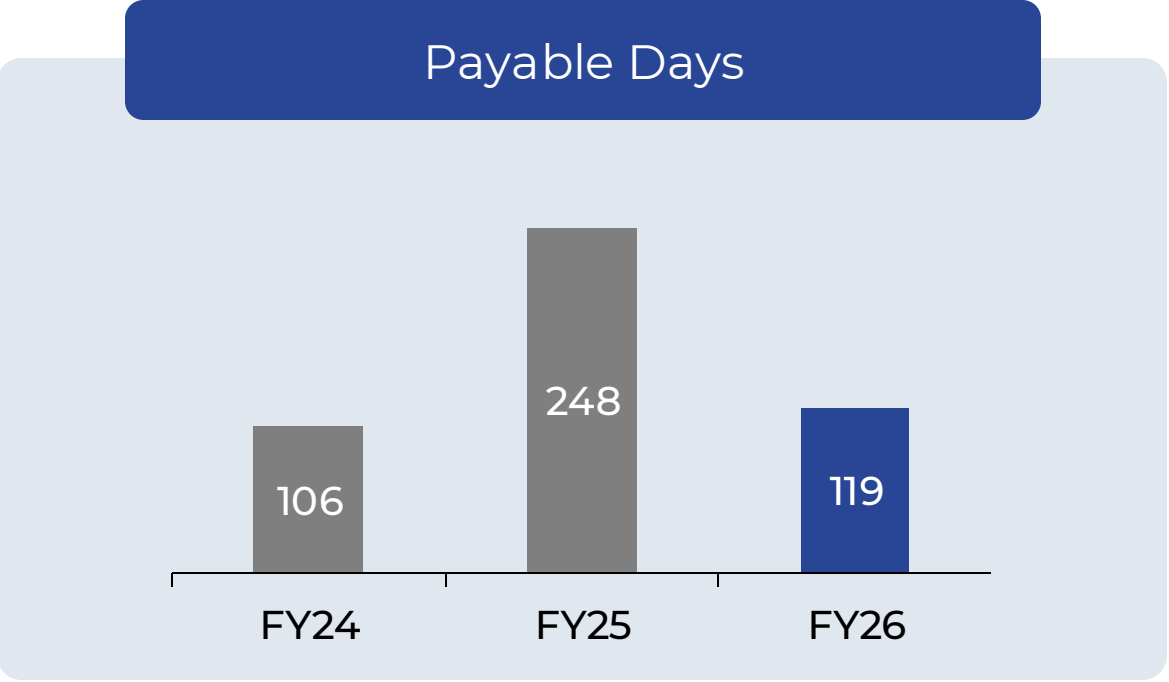
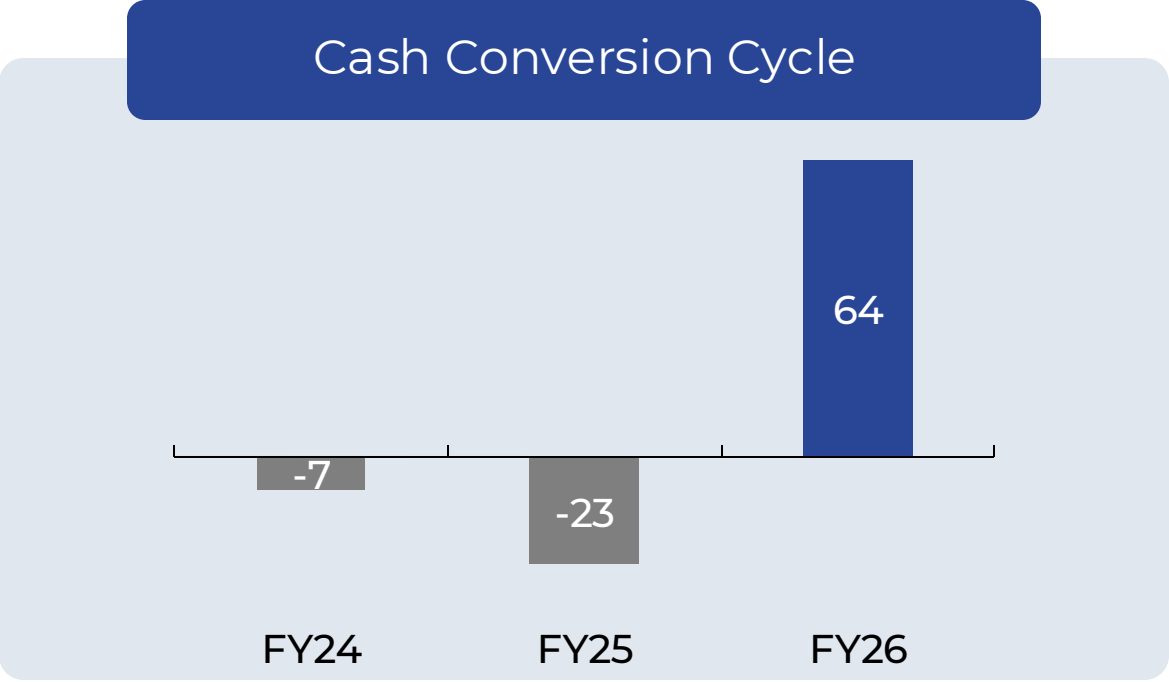
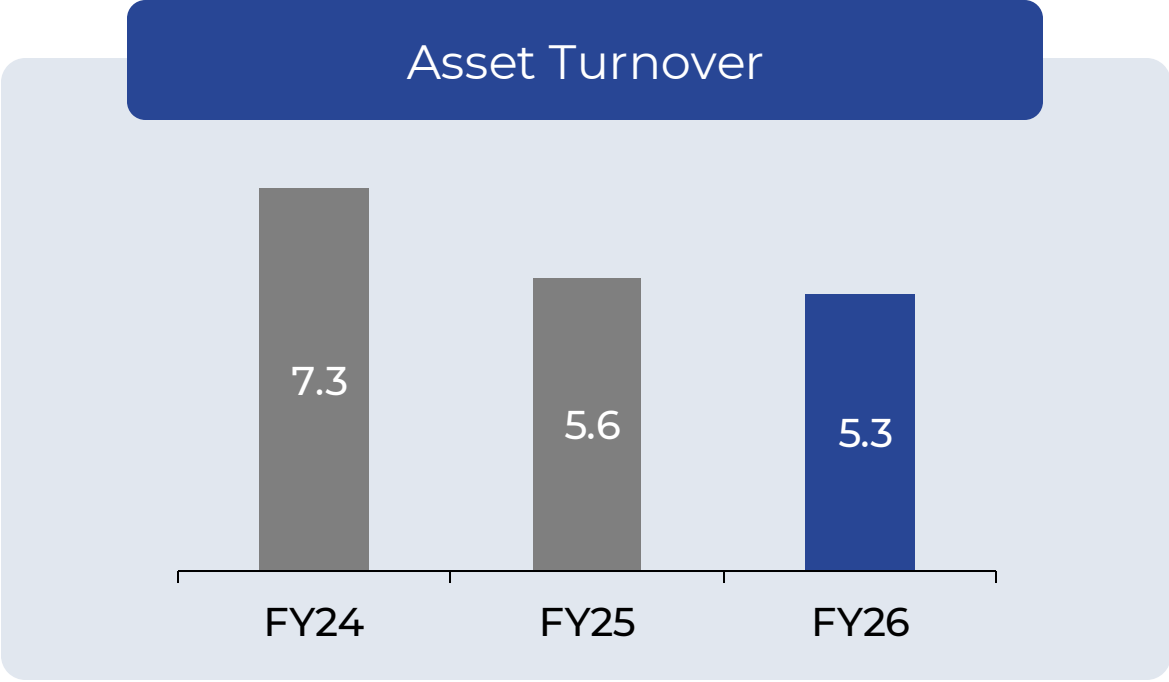
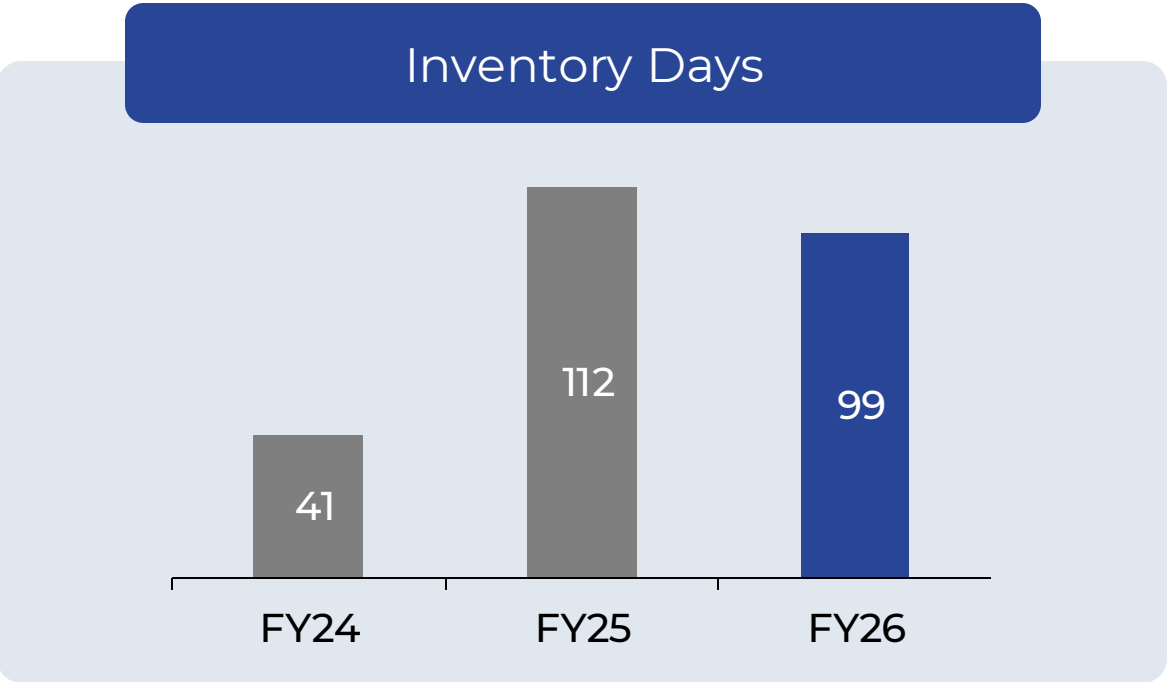
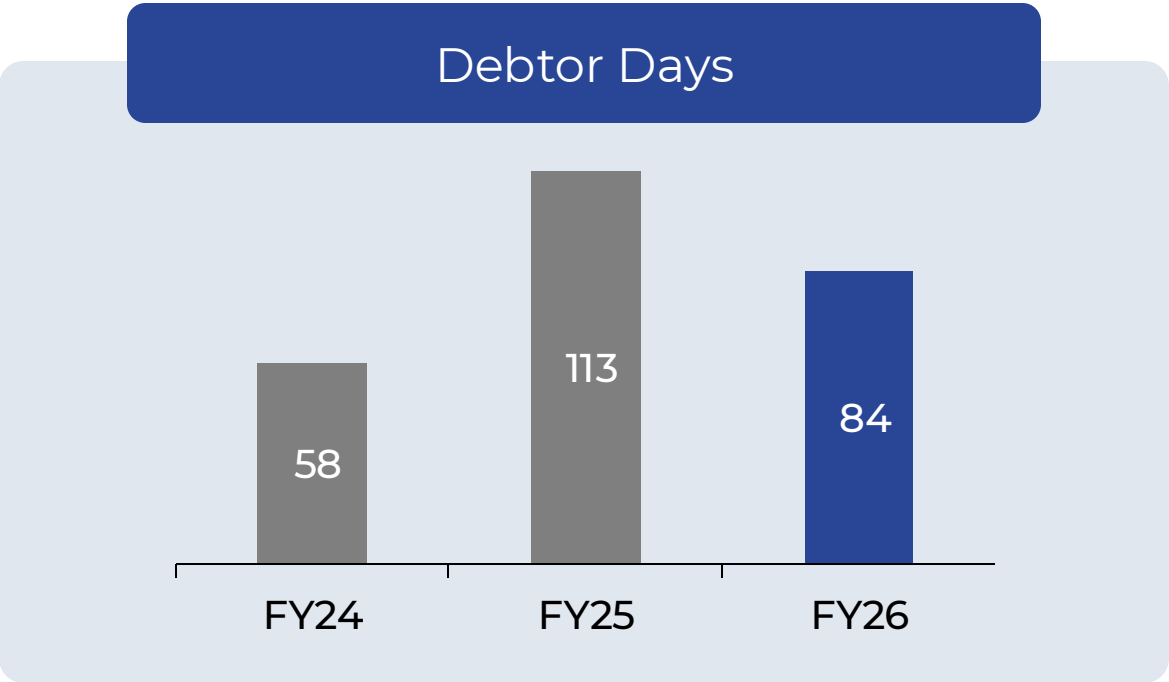
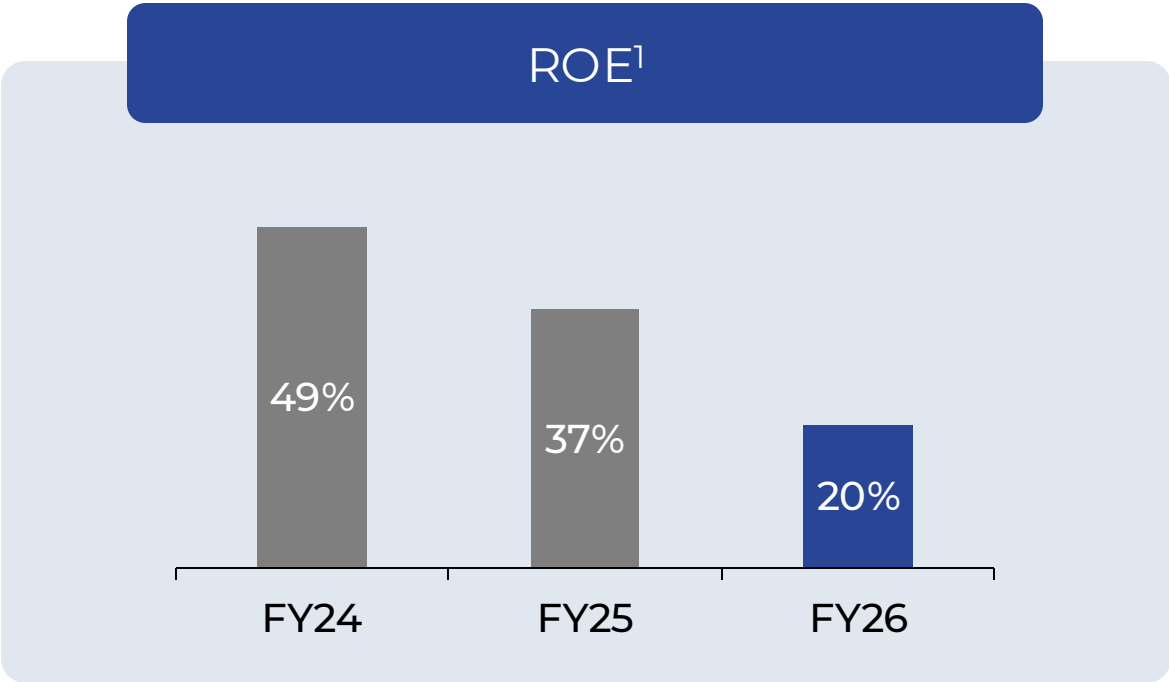
EBITDA Margin



PAT Margin



Historic Business Performance (2/3)

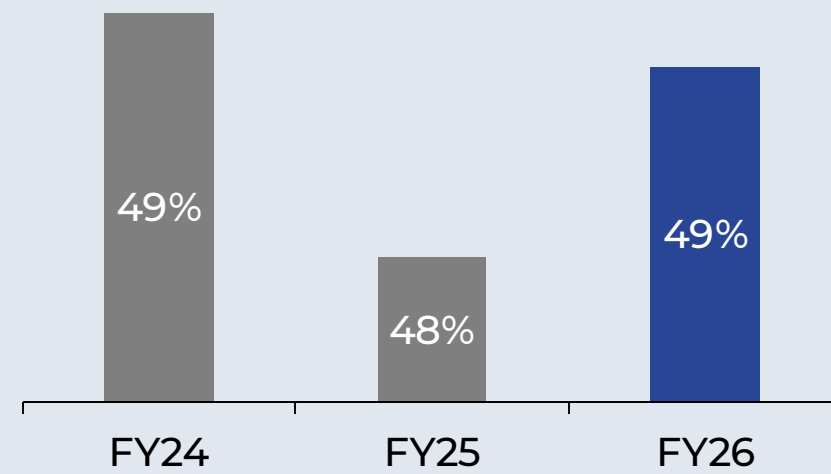


1. Return on equity

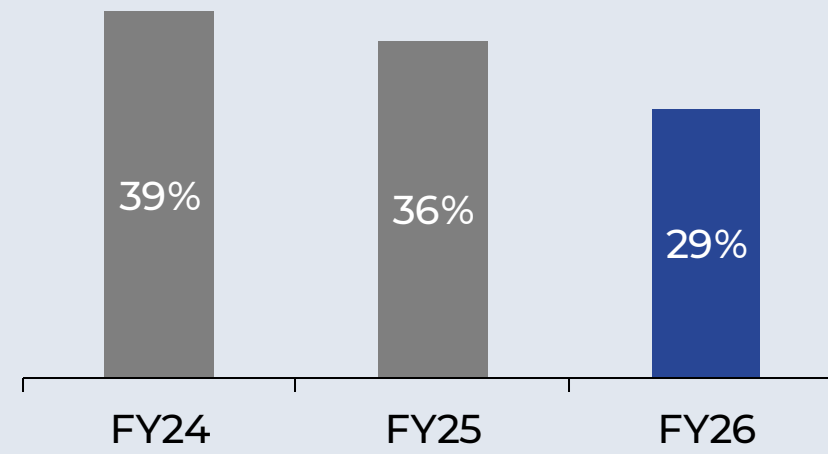
Historic Business Performance (3/3)



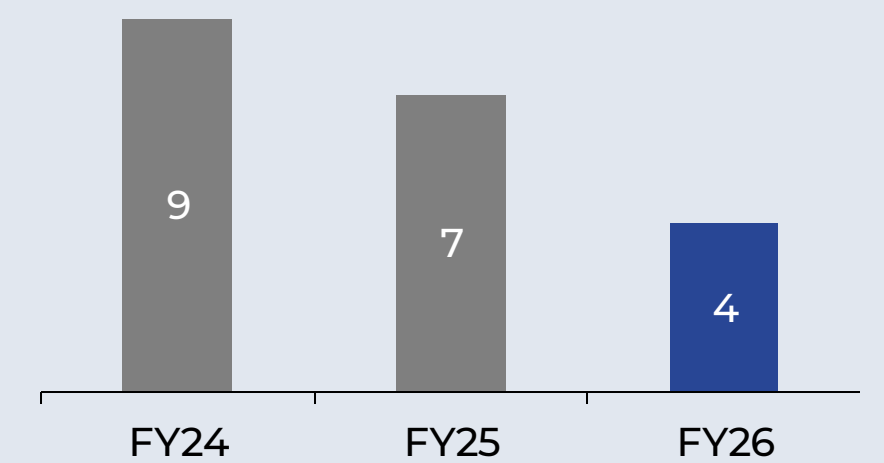
Revenue Concentration¹



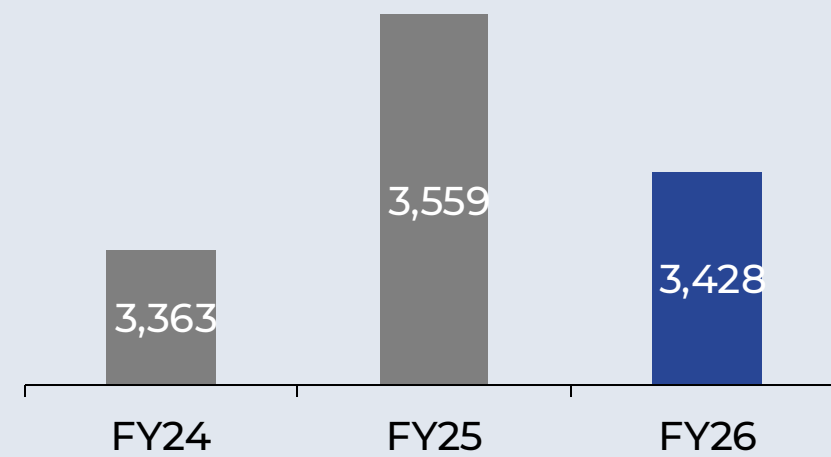
Supplier Concentration¹



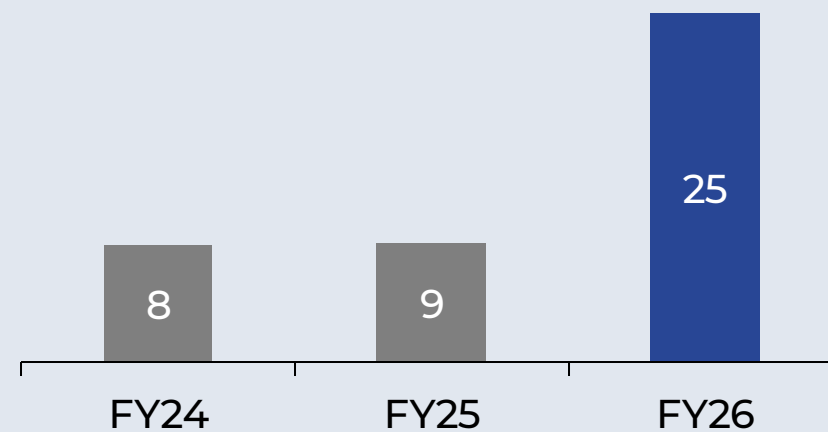
Cash Flow from Operations (₹ crs.)



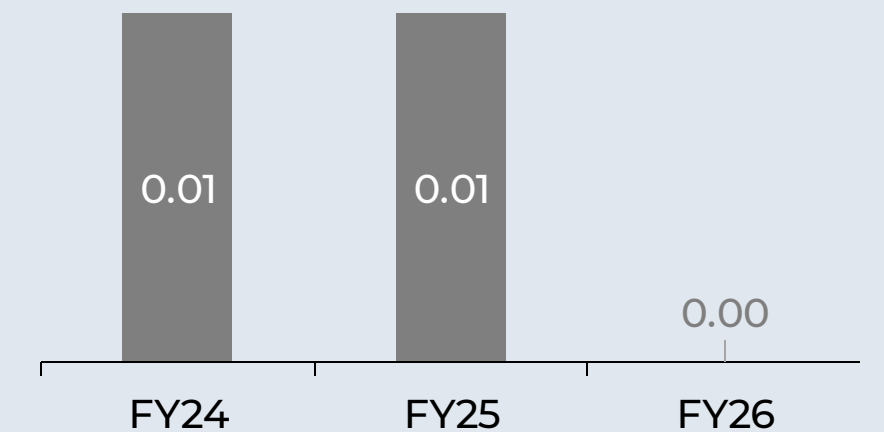
Number of Products



Capital Expenditure (₹ crs.)



Debt to Equity



1. Contribution from top10 clients/suppliers



Agenda

1. Executive Summary
2. About Influx Healthtech Limited
3. Competitive Moats
4. Investment Rationale
5. Historical Business Performance
6. Select Financial Statement Data
7. Annexures

Income Statement



₹ crores unless otherwise mentioned						
Particulars	H2 FY26	H2 FY25	YoY change (%)	FY26	FY25	YoY change (%)
Revenue from operations	80.1	56.8	41%	146.8	104.9	40%
Cost of materials consumed including finished goods and WIP	49.2	33.7	46%	86.7	63.4	37%
Employee benefits expense	6.7	4.9	36%	11.8	8.8	34%
Other expenses	9.1	6.7	34%	18.5	12.1	54%
Total operating expenses	64.9	45.3	43%	117.0	84.3	39%
EBITDA	15.2	11.5	32%	29.9	20.6	45%
EBITDA Margin	19.0%	20.2%	-122 bps	20.3%	19.6%	72 bps
Other income	1.2	0.1	1068%	1.3	0.1	903%
Finance costs	0.2	0.0	N/A	0.2	0.2	11%
Depreciation & amortization	2.1	1.6	34%	3.8	2.8	34%
Profit before tax	14.2	10.0	41%	27.2	17.7	54%
Tax expenses	3.6	2.4	53%	6.7	4.4	52%
Profit after tax	10.5	7.7	38%	20.5	13.3	54%
PAT Margin	13.2%	13.5%	-30 bps	14.0%	12.7%	129 bps
EPS (₹)	4.6	4.2	8%	9.4	7.3	28%

Balance Sheet



₹ crores unless otherwise mentioned

Assets	FY26	FY25
PPE and intangible assets	27.6	18.8
Capital work-in-progress	3.5	0.0
Non-current assets	11.2	2.5
Cash and cash equivalents	25.2	1.9
Current investments	2.3	0.0
Short term loans and advances	3.9	0.8
Trade receivables	33.8	32.4
Inventories	15.9	13.2
Other current assets	0.3	0.7
Total	123.7	70.3
Equity and Liabilities	FY26	FY25
Equity capital and reserves	100.8	36.1
Borrowings	0.0	0.2
Non-current liabilities	0.2	0.2
Trade payables	19.1	29.4
Other current liabilities	3.6	4.3
Total	123.7	70.3

Cashflow Statement



₹ crores unless otherwise mentioned		
	FY26	FY25
Cashflow from operating activities		
Net Profit before tax & extraordinary items	27.2	17.7
Depreciation & amortization expenses	3.8	2.8
Other adjustment	-0.6	0.2
Trade receivables	-1.8	-16.6
Trade payables	-10.3	15.4
Loans and advances	-3.2	-0.1
Inventories	-2.7	-7.8
Tax paid	-8.3	-4.5
Other WC adjustment	-0.1	-0.1
Net cash generated from operating activities	3.9	7.1
Cashflow from investing activities		
Purchase of PPE and intangible assets	-24.6	-8.2
Other investment activities	-0.6	-0.4
Net cash used in investing activities	-25.2	-8.6
Cashflow from financing activities		
(Repayment)/Proceeds of borrowings	-0.2	0.0
Interest expenses & other finance cost	0.0	-0.1
Proceeds from IPO (Net of Issue Expense)	44.7	0.0
Net cash generated from financing activities	44.5	-0.1
Net Increase/(Decrease) in cash and cash equivalents	23.3	-1.7
Cash and cash equivalents at the end of the year	25.2	1.9



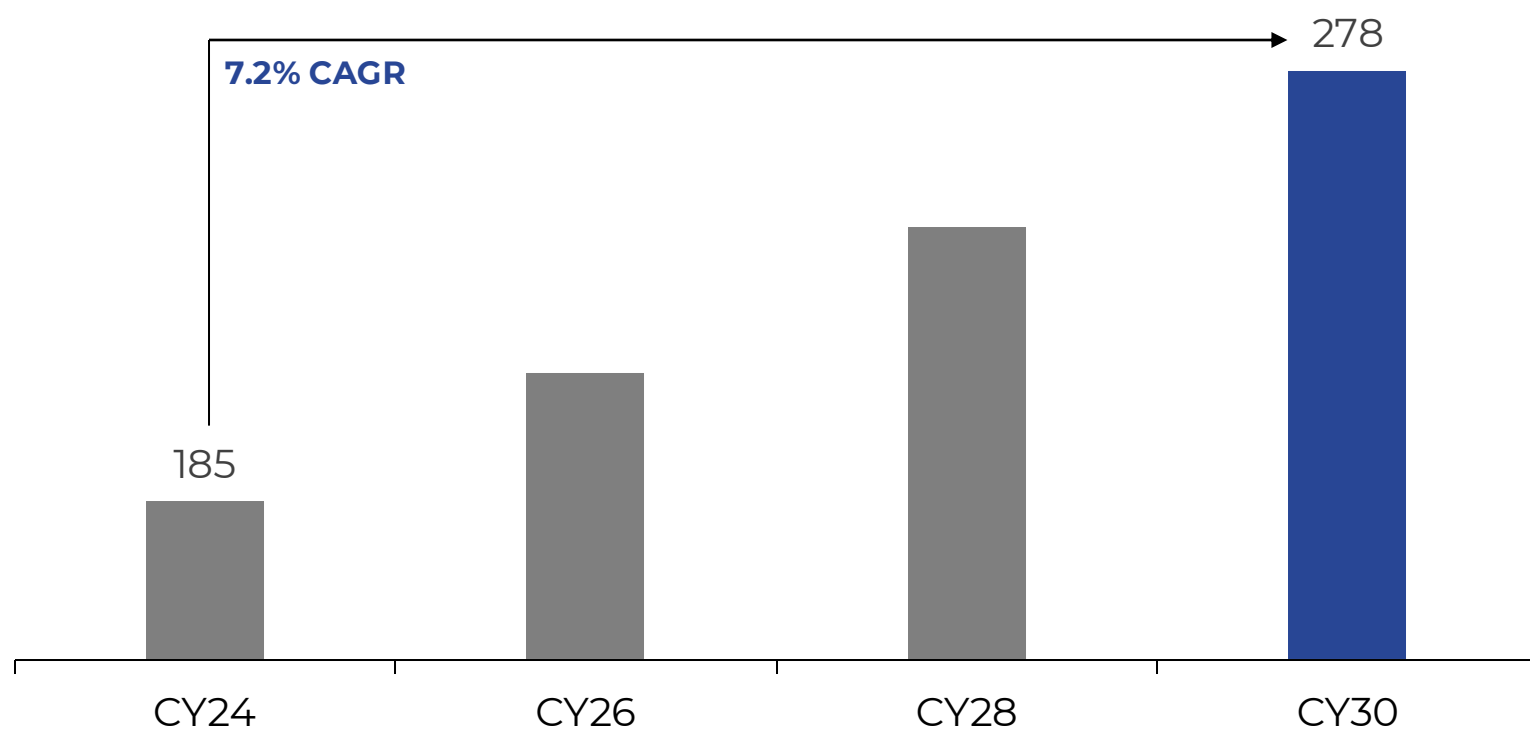
Agenda

1. Executive Summary
2. About Influx Healthtech Limited
3. Competitive Moats
4. Investment Rationale
5. Historical Business Performance
6. Select Financial Statement Data
7. Annexures: Industry Outlook

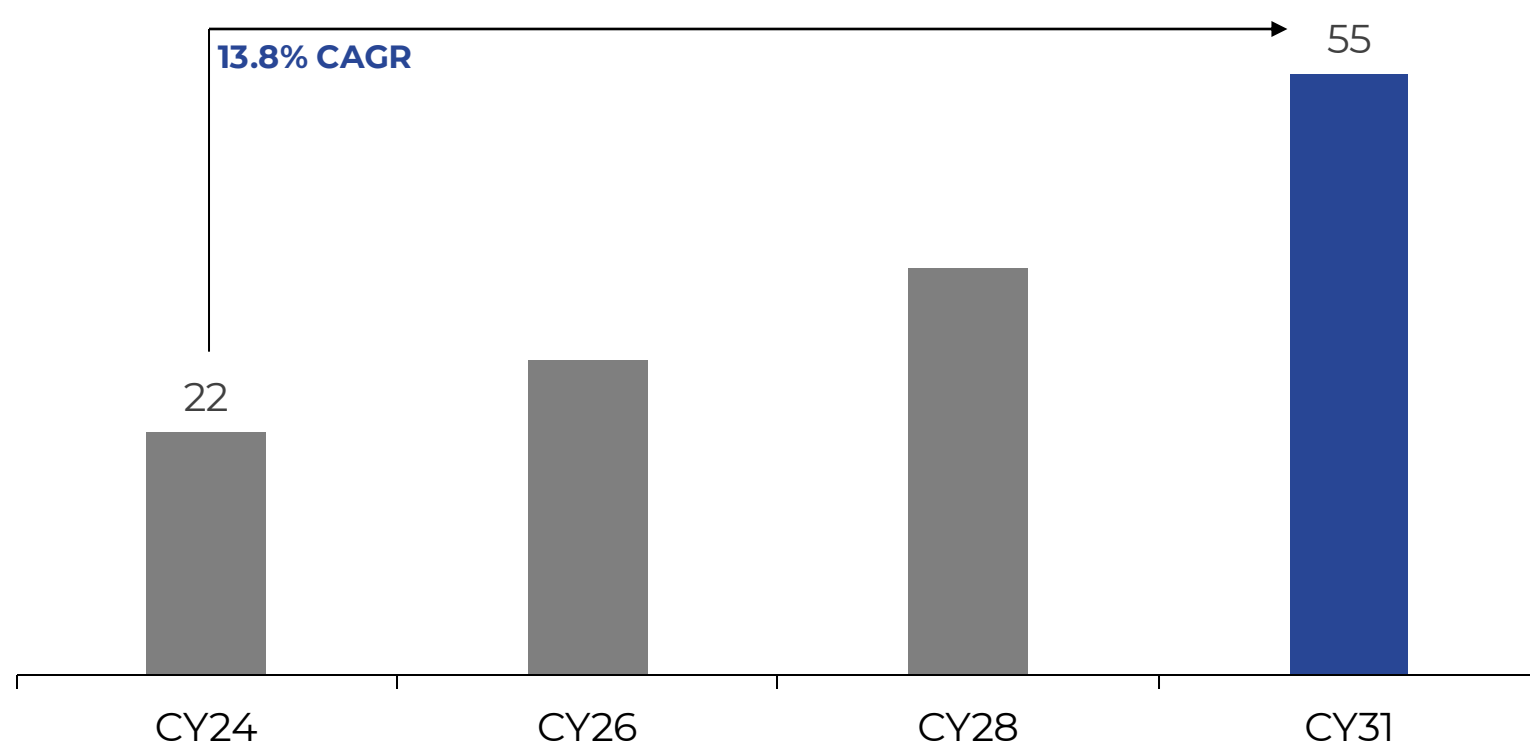


India's CDMO Industry to Grow 2x Global Industry

Global CDMO industry (In \$ bn)



Indian CDMO industry (In \$ bn)



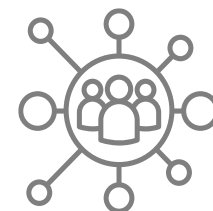
Levers Driving Growth of India's CDMO Industry

Strategic Shift Toward Outsourcing



- Pharma firms outsource to CDMOs for cost savings and expertise, with CDMOs offering end-to-end drug development services

CDMOs as Integrated Partners



- Indian CDMOs, driven by revised schedule M norms, are evolving into strategic partners offering end-to-end drug development

Surge in Clinical Trials and Early-Stage R&D



- India's advantages are driving clinical trials with CDMOs expanding into trial materials and early development

Rising Demand for Generic Drugs



- Patent expiries fuel generic demand, positioning Indian pharma and CDMOs as preferred cost-efficient partners

CDMOs Tapping Veterinary Market

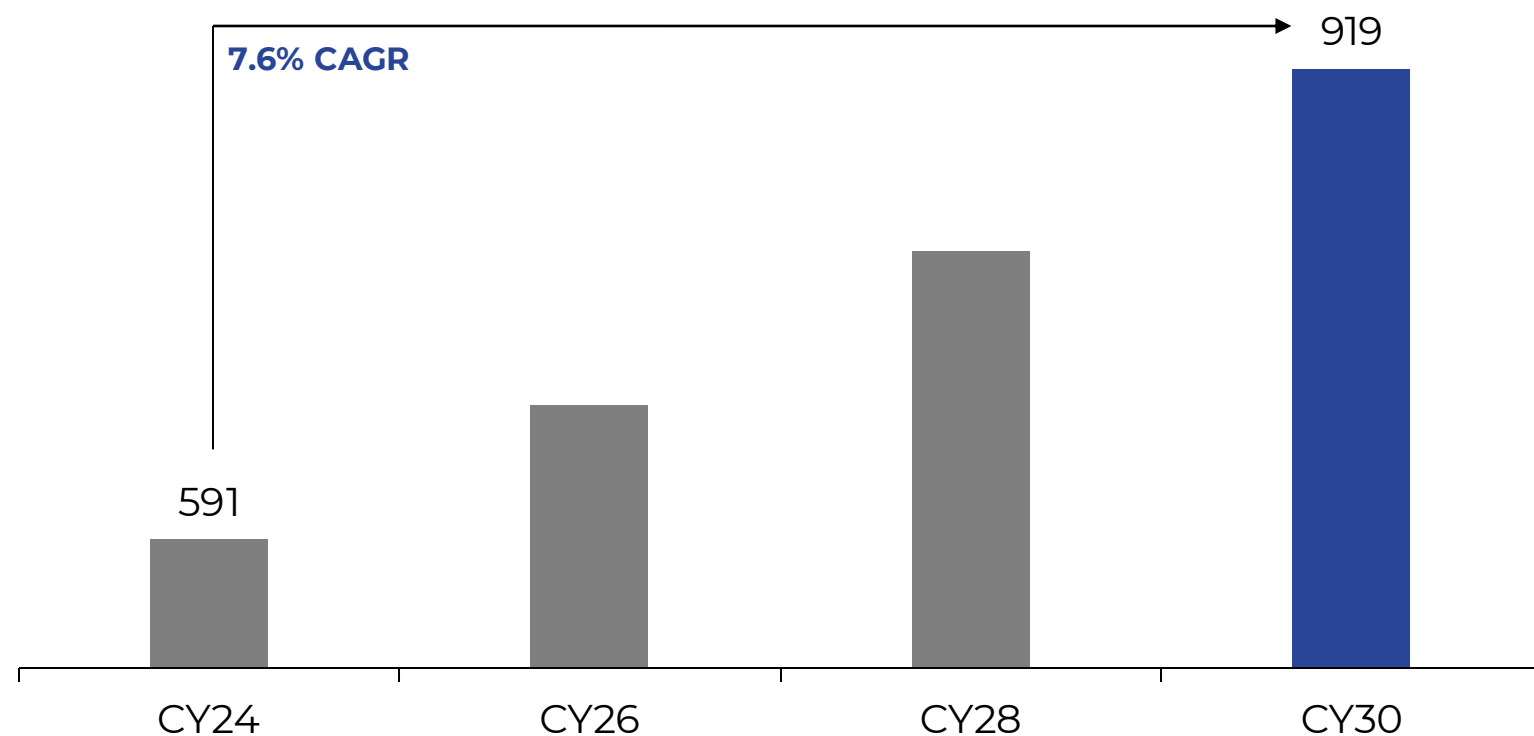


- CDMOs expanding into veterinary & pet care dosage forms and functional products to capture a share of the US\$10.5B domestic pet market

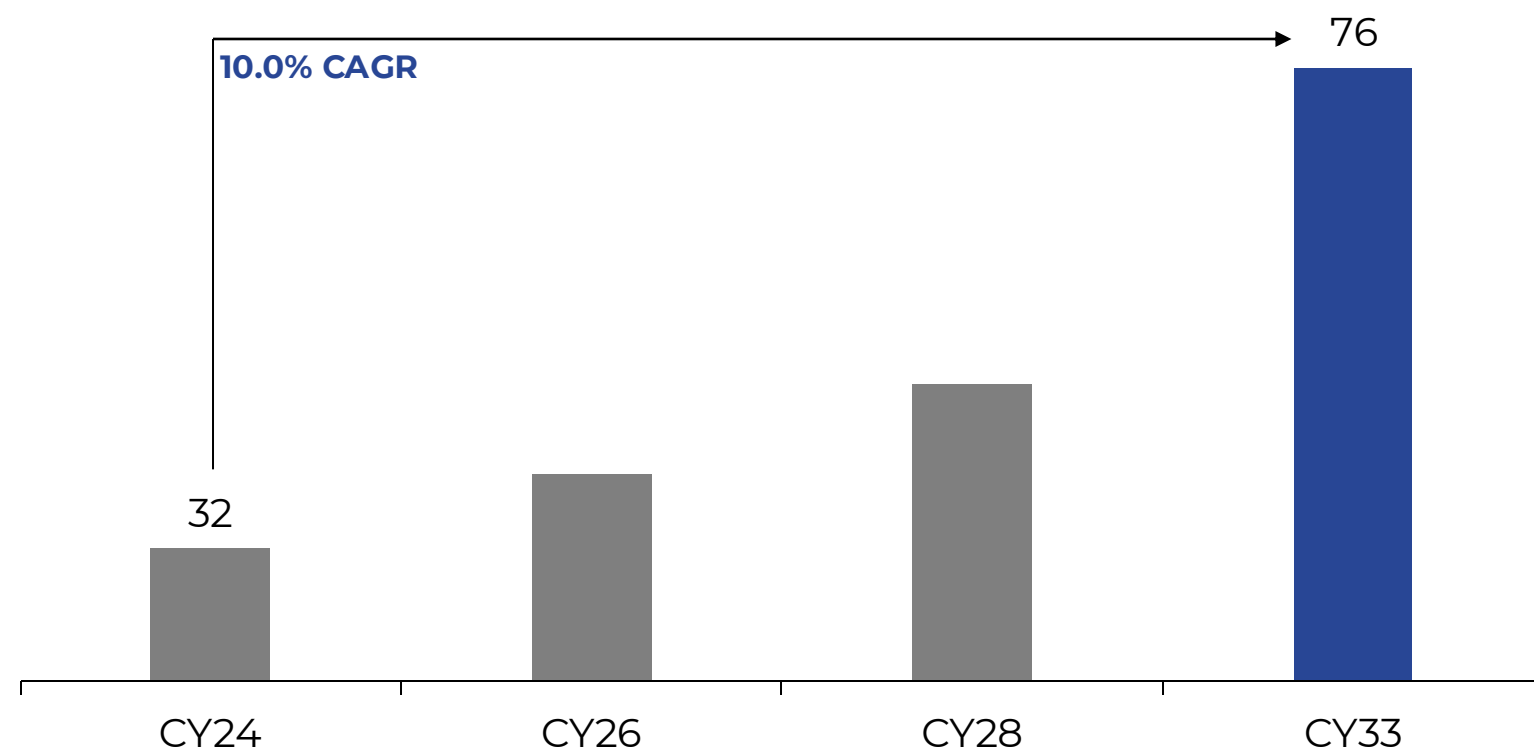


India's Nutraceutical Industry: \$76 BN Opportunity

Global nutraceutical industry (In \$ bn)



Indian nutraceutical industry (In \$ bn)



Growth Drivers of India's Nutraceutical Industry

Lifestyle Shifts With Rising Health Consciousness



- Rising health awareness and lifestyle changes are driving demand for nutraceuticals

Supportive Government Policies and Regulations



- Supportive policies and FSSAI norms boost nutraceutical growth by ensuring safety, quality, and consumer confidence

Personalized Nutrition



- Personalized nutrition is growing with nutraceutical firms using technology to offer tailored products

Innovation Through R&D



- In-house R&D drives innovative nutraceuticals, enhancing health benefits and demand

Thank You

**For any further information/factory visit request,
please contact:**

Company



Influx Healthtech Ltd.

Mr. Ashish Shah, CFO
cs@influxhealthtech.com

Investor relations consultant



Capital Bridge Advisory Service Private Ltd

Mr. Raj Shah, CFA
raj@capbridge.in
+91 99259 11296

Mr. Hrishit Jhaveri, CFA
hrishit@capbridge.in
+91 90999 94345

