Marksans Pharma Ltd.

Date: August 12, 2026

BSE Limited
Corporate Relation Department
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001.
Scrip Code: 524404

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

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed herewith the investor presentation for Q1FY27.

We request you to take the aforesaid on record.

Thanking You.

Yours faithfully,
For **Marksans Pharma Limited**

H PANIGRAHI
Digitally signed by H PANIGRAHI
Date: 2026.08.12 12:12:20 +05'30'

Harshavardhan Panigrahi
Company Secretary

Encl: As above

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CIN : L24110MH1992PLC066364

Earnings Presentation

Q1 FY27
12th August 2026

Marksans Pharma Ltd.

BSE: 524404 | NSE: MARKSANS | ISIN: INE750C01026

Safe Harbor

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This presentation may contain forward-looking statements, including, but not limited to, statements regarding the Company's business strategies, operations, financial condition, and future performance. These forward-looking statements are based on current expectations, assumptions, and estimates, and are subject to known and unknown risks, uncertainties, and other factors that may cause actual results, performance, or achievements to differ materially from those expressed or implied.

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Q1FY27
Financial & Business Highlights

Management Commentary

Mark Saldanha

MANAGING DIRECTOR AND CEO

"Q1FY27 has been a strong start to the year, **with an all-time high quarterly EBITDA of ₹213 crore and PAT of ₹159 crore**, reflecting the strength of our underlying business and our continued focus on profitable growth.

UK & Europe delivered their **highest-ever quarterly revenue of ₹356 crore**, growing 74.7% YoY. More importantly, **Europe is emerging as a significant new growth engine** for the Group, with the acquisition of QliniQ and the establishment of our front-end presence across the region. QliniQ contributed ₹44 crore in Q1FY27, marking an important first step in our European expansion. We also **crossed ₹1,000 crore in cash balance** for the first time, closing the quarter at ₹1,058 crore, despite the recent acquisitions of QliniQ and ABCnow. This provides us with the financial strength and flexibility to continue investing in organic growth while pursuing calibrated inorganic opportunities.

Looking ahead, **our focus is clear: to carry this momentum forward**, scale our businesses across geographies, accelerate new launches and further strengthen our European platform. We believe the combination of broad-based growth, expanding margins and a strong balance sheet positions **Marksans well for the next phase of sustainable growth.**"

Q1FY27 Key metrics

Revenue	EBITDA	EBITDA Margin	PAT
₹ 841 cr	₹ 213 cr	25.3%	₹ 159 cr
+35.6%	+112.8%	+919 bps	+173.9%
Q1FY26 ₹ 620 cr	Q1FY26 ₹ 100 cr	Q1FY26 16.1%	Q1FY26 ₹ 58 cr

Financial Highlights Q1FY27 – YoY Performance

	Q1FY27	Q1FY26	YoY Growth
Revenue	₹ 840.8 cr	₹ 620.0 cr	35.6%
Gross Profit / ***Gross Margin***	₹ 497.3 cr / *59.1%*	₹ 358.2 cr / *57.8%*	38.9%
EBITDA / ***EBITDA Margin***	₹ 213.0 cr / *25.3%*	₹ 100.1 cr / *16.1%*	112.8%
Net Profit / ***Net Margin***	₹ 159.4 cr / *18.4%*	₹ 58.2 cr / *9.3%*	173.9%

YoY Performance

Revenue grew 35.6% YoY, with UK & Europe contributing ₹152 cr, or 69% of the ₹221 cr increase. The US and ANZ contributed ₹50 cr and ₹31 cr, respectively, partly offset by a ₹12 cr decline in RoW. Excluding ₹44 cr contribution from QlinIQ, underlying revenue growth remained strong at 28.5% YoY

Gross profit rose ₹139 cr, up 38.9%, ahead of 35.6% revenue growth, with gross margin expanding 138 bps to 59.1% on product mix and lower-cost materials.

EBITDA margin expanded 919 bps to 25.3%: 138 bps from gross margin and 781 bps from operating leverage, as costs below gross profit grew 10.2% against 35.6% revenue growth.

PAT rose ₹101 cr to ₹159.4 cr, driven primarily by EBITDA growth of ₹113 cr, with a lower effective tax rate of 22.8%.

Note: Net Income Margin = Net profit / Total Income (Revenue from operations + Other Income)

Financial Highlights Q1FY27 – QoQ Performance

	Q1FY27	Q4FY26	QoQ Growth
Revenue	₹ 840.8 cr	₹ 856.1 cr	-1.8%
Gross Profit	₹ 497.3 cr	₹ 465.5 cr	6.8%
Gross Margin	*59.1%*	*54.4%*	
EBITDA	₹ 213.0 cr	₹ 195.4 cr	9.0%
EBITDA Margin	*25.3%*	*22.8%*	
Net Profit	₹ 159.4 cr	₹ 149.0 cr	7.0%
Net Margin	*18.4%*	*16.7%*	

QoQ Performance

- Revenue was broadly stable QoQ. Continued momentum in the UK & Europe added ₹48 crore sequentially, which was offset by seasonal softness in Australia & New Zealand and the US regions.
- Gross profit improved by ₹32 crore despite lower revenue, supported by a stronger product mix and lower-cost materials, resulting in a 478 bps QoQ expansion in gross margin
- EBITDA margin expanded by 251 bps QoQ to 25.3%, driven by gross margin expansion, while absorbing the Q1 cost step-up.
- PAT increased by ₹10 crore QoQ, supported by higher EBITDA and a lower tax rate, partly offset by lower other income.

Note: Net Income Margin = Net profit / Total Income (Revenue from operations + Other Income)

Financial & Other Highlights – Q1FY27

Revenue by geography

US & North America	UK & Europe	Australia & New Zealand	Rest of World
₹377 cr	**₹356 cr**	**₹88 cr**	**₹20 cr**
+15.1% YoY	***+74.7% YoY***	***+53.7% YoY***	***-36.8% YoY***

Strong cash generation

Operating cash flow of **₹185 cr** and free cash flow of ***₹152 cr***

Net capex of **₹33 cr**, with working capital cycle at ~132 days, improved from ~159 days in Q1FY26

Balance sheet strength to fund growth

Cash balance of ₹1,058 cr

up from ₹711 cr in Q1FY26 · net cash of ₹1,031 cr

Strategic progress in the quarter

Europe front-end established

QliniQ B.V. and ABCnow GmbH acquisitions completed; India Ratings outlook revised to Positive; R&D at ₹23.2 cr, 2.8% of revenue

New Corporate Organogram

MARKSANS PHARMA LIMITED
India · BSE: 524404 | NSE: MARKSANS | Listed parent

US
- **Marksans Pharma Inc.** 100% · Intermediate holding
  - **Time-Cap Laboratories Inc.** Acquired 2015 · 100%
  - [Marise Ann Inc 100%

UK
- **Marksans Pharma UK Ltd** 100% · Intermediate holding
  - **Bell, Sons & Co. (Druggists) Ltd** Acquired 2008 · 100%
  - **Relonchem Ltd** Acquired 2008 · 100%

EUROPE
- NEW **Marksans Pharma (Europe) Ltd** Ireland · 100%
- NEW **Marksans Pharma GmbH** Germany · Incorporated · 100%
- NEW **ABCnow GmbH** Germany · Acquired · 100%
- NEW **QliniQ B.V.** Netherlands · Acquired · 100%

AUSTRALIA & NZ
- **Nova Pharmaceuticals Australasia Pty Ltd** Acquired 2005 · 60%

UAE
- **Access Healthcare for Medical Products L.L.C.** Acquired 2022 · 100%

CANADA
- NEW **Marksans (Canada) Inc.** Incorporated · 100%

QliniQ B.V. — Netherlands
Acquired and consolidated during Q1FY27. Contributed ₹44 crore of revenue in the quarter.

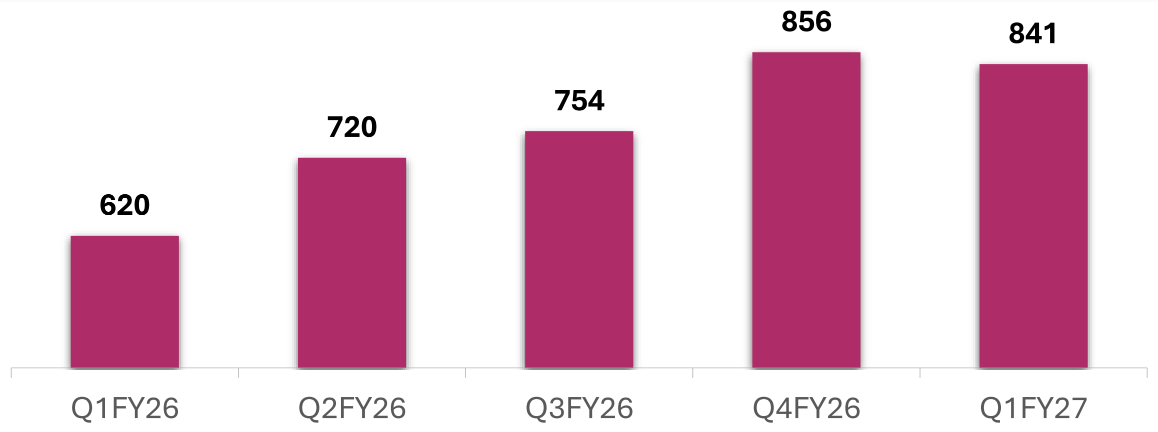
Marksans Pharma GmbH and ABCnow GmbH — Germany
GmbH established to support presence in Germany. ABCnow acquisition completed; consolidation to commence from the next quarter.

Marksans Pharma (Europe) Ltd. — Ireland
Product filings started; preparatory work in progress on warehouse and distribution licensing, with business expected to commence in the coming quarters.

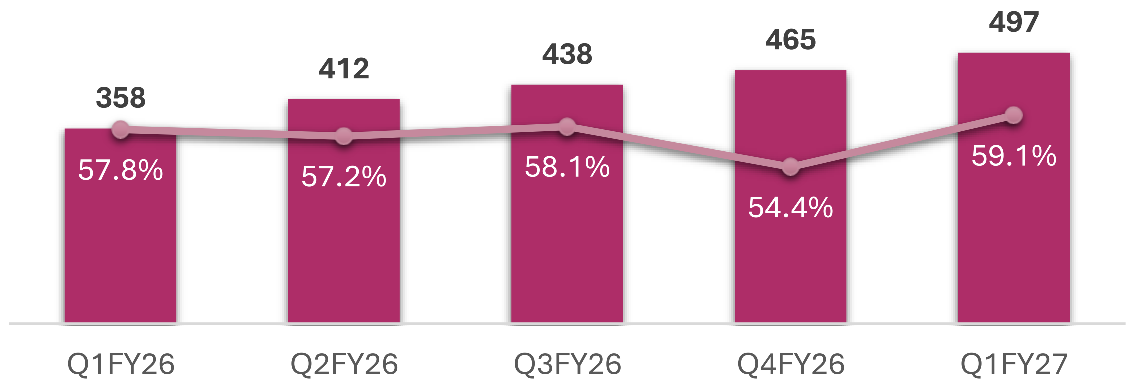
Marksans (Canada) Inc. — Canada
New entity incorporated; product filings underway and initial approvals received. Commercial revenue expected in the coming quarters.

Quarterly Financial Trends

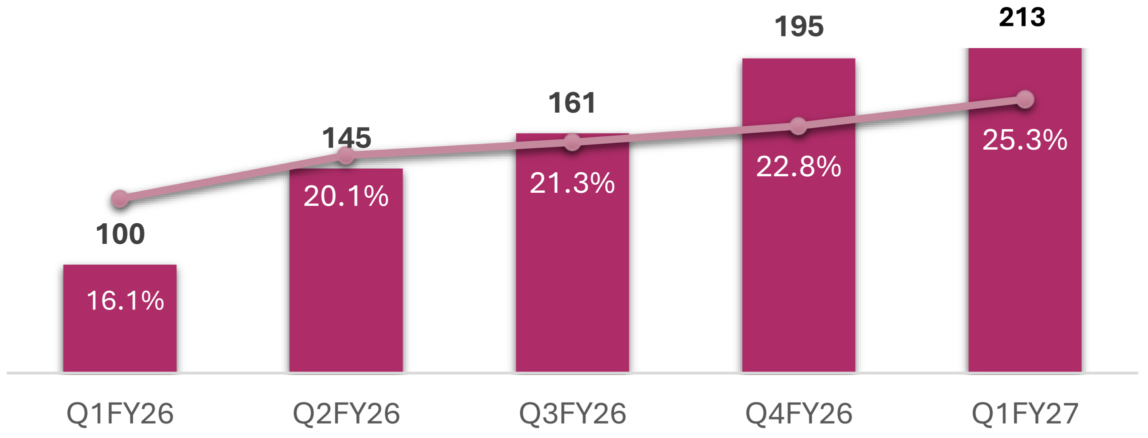
Operating Revenue (₹ cr)



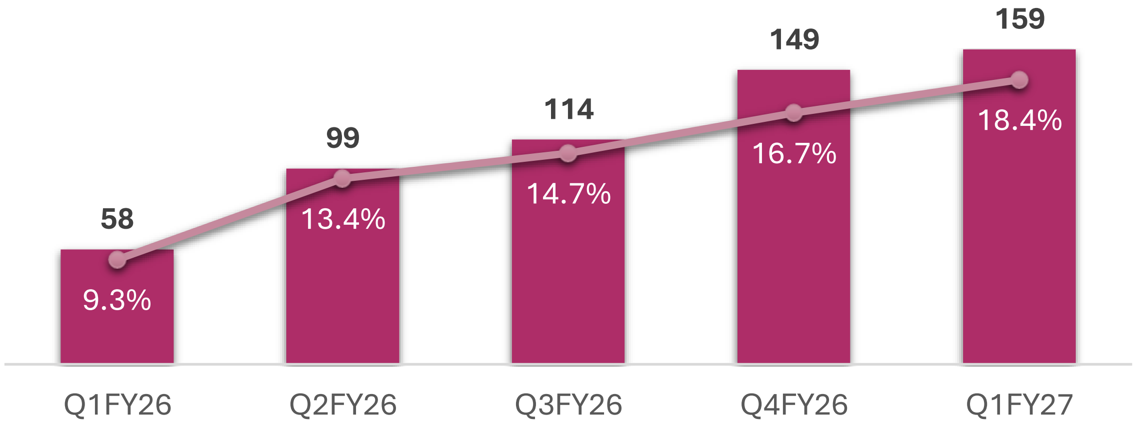
Gross Profit (₹ cr) & Gross Margin (%)



EBITDA (₹ cr) & EBITDA Margin (%)



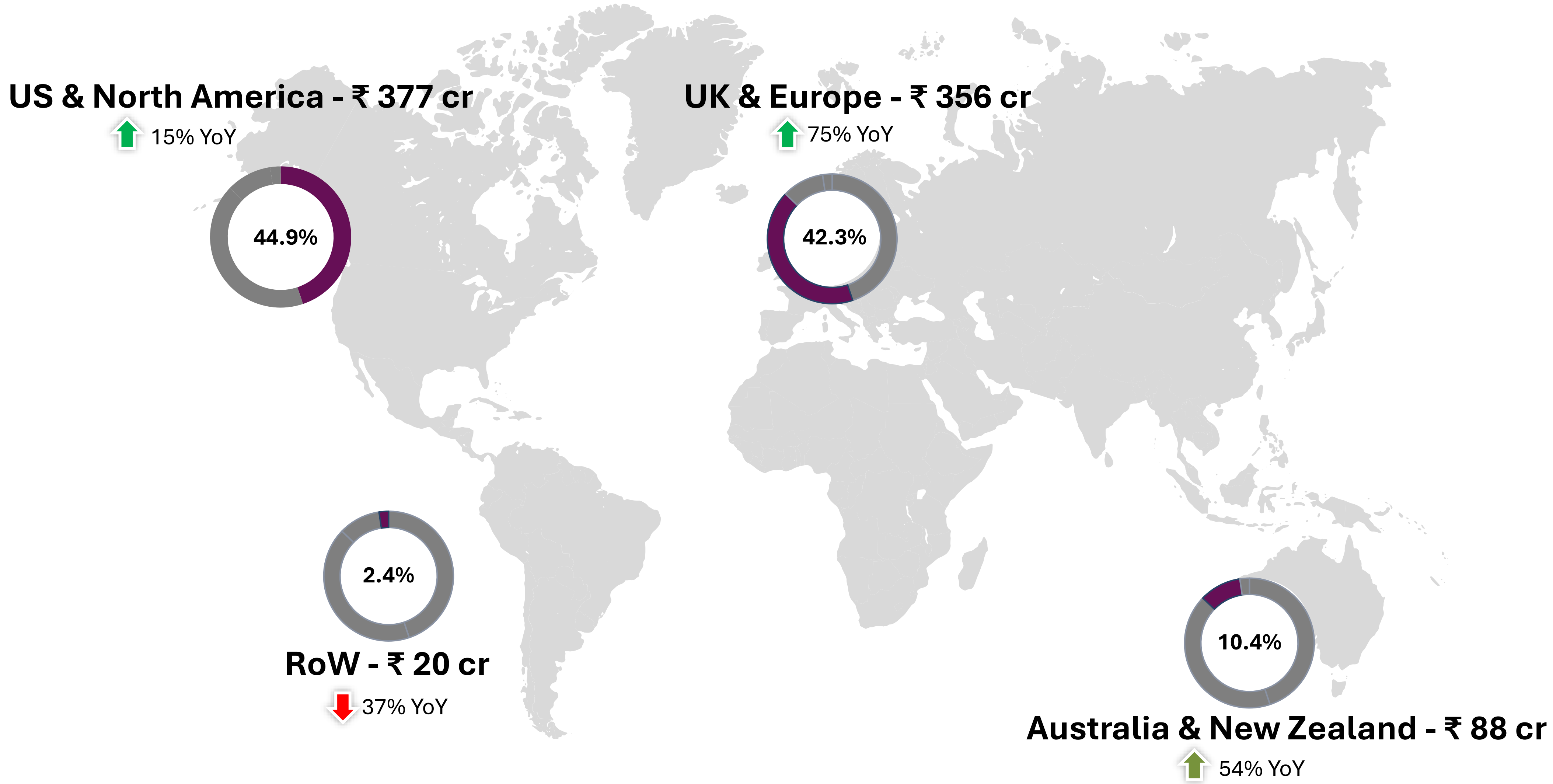
Net Income (₹ cr) & Net Income Margin (%)



Note: Net Income Margin = Net Profit / Total Income (Revenue from Operations + Other Income)

Q1FY27
Geographical Highlights

Q1FY27 Revenue by Geography



US & North America Q1FY27 Performance

Revenue

₹ 377.2 cr

15.1% YoY

7.1% QoQ

Highlights

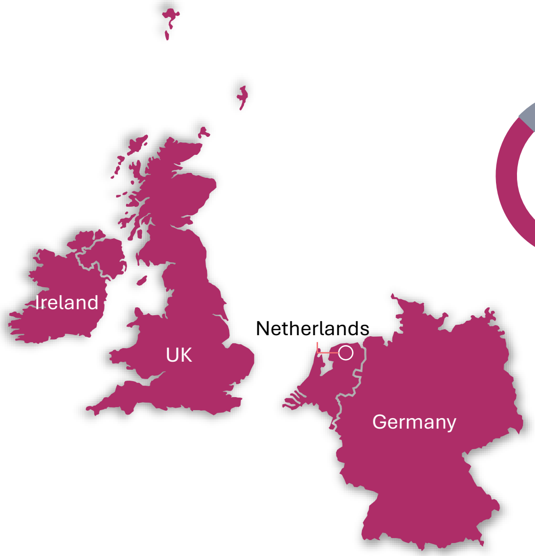
- **YoY growth is supported** by a **healthy growth order book, with new launches supporting the pipeline**
- **The QoQ decline** is driven by **softer demand during the seasonally weaker first quarter, a typical pattern for the period**
- We expect winter demand to start picking up from Q2 & Q3 onwards, further driving growth
- Single-digit price erosion in Rx products

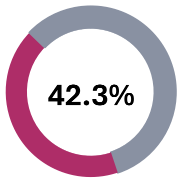
Quarterly Performance (₹ cr)

US Overview

- The Company services this region through Time Cap Labs Inc., its wholly owned subsidiary acquired in June 2015
- Leading OTC store brand with the customer base of leading USA retailers
- Largest market, anchored by Consumer Healthcare and OTC store-brand opportunities
- Revenue grew ~2.6x from FY22 to FY26, reflecting sustained execution and market expansion
- Strong product engine with 100+ products manufactured and distributed; 112 SKUs launched in FY26 and 51 products in pipeline

UK & Europe Q1FY27 Performance





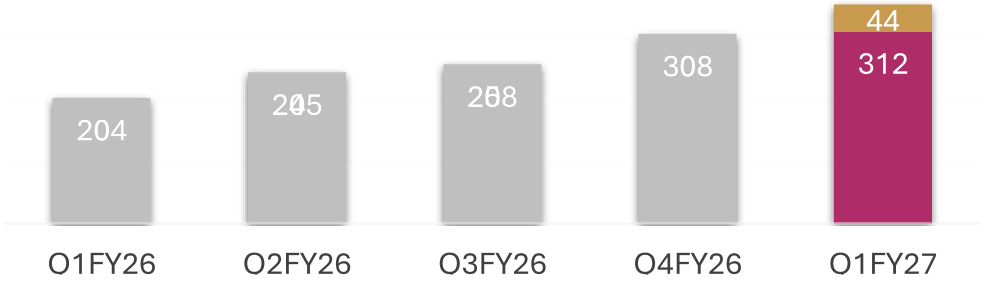
Revenue

₹ 356.0 cr

74.7% YoY   15.7% QoQ

Quarterly Performance (₹ cr)

Q1FY27: ₹312 cr organic
+ ₹44 cr QliniQ



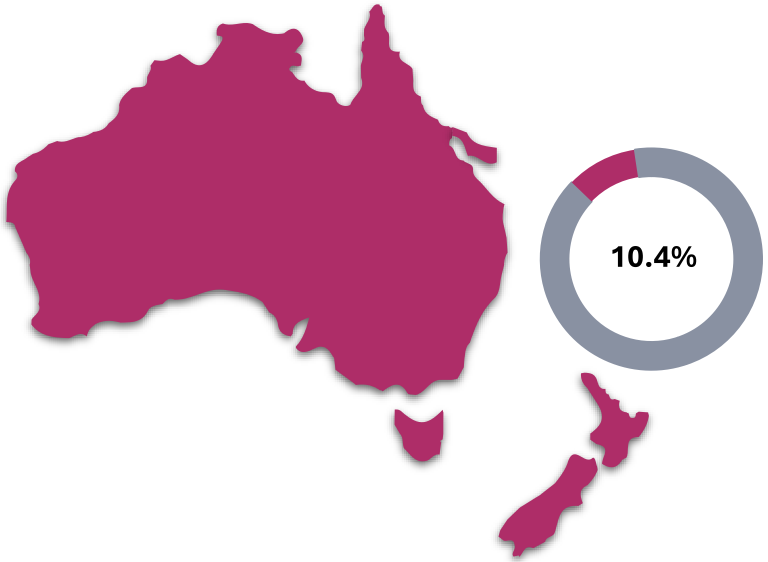
UK

- **Strongest quarter for the UK**, supported by new launches and continued market-share gains.
- **UK & Europe, excluding QliniQ, grew 53.1% YoY.**
- **Momentum remains healthy, with a strong order pipeline supporting the outlook.**
- Region serviced through wholly-owned subsidiary Marksans Pharma (UK) Ltd, with two step-down subsidiaries: Bell, Sons & Co. — OTC portfolio with 450+ products / SKUs and Relonchem — High-end Rx portfolio with 175+ Market Authorizations
- Strong regulatory pipeline: 18 products approved and 30 filings done in FY26; 24 products awaiting approval as of 31st March 2026; 200+ products to be filed over the next 4 years

Europe

- EU revenue commenced ahead of the Q2FY27 timeline, with QliniQ contributing ₹44 crore in Q1FY27.
- **Europe is positioned to become a key growth driver** over the coming quarters.
- Ireland: Marksans Pharma (Europe) Ltd. established as the EU holding company, with filings and licensing activities underway.
- Germany: Marksans Pharma GmbH and ABCnow GmbH strengthen the Group's presence and portfolio in Germany. ABCnow consolidation to commence from the next quarter.
- Netherlands: QliniQ B.V. acquired and consolidated in Q1FY27, new product filings and launches underway

Australia & New Zealand Q1FY27 Performance



Revenue

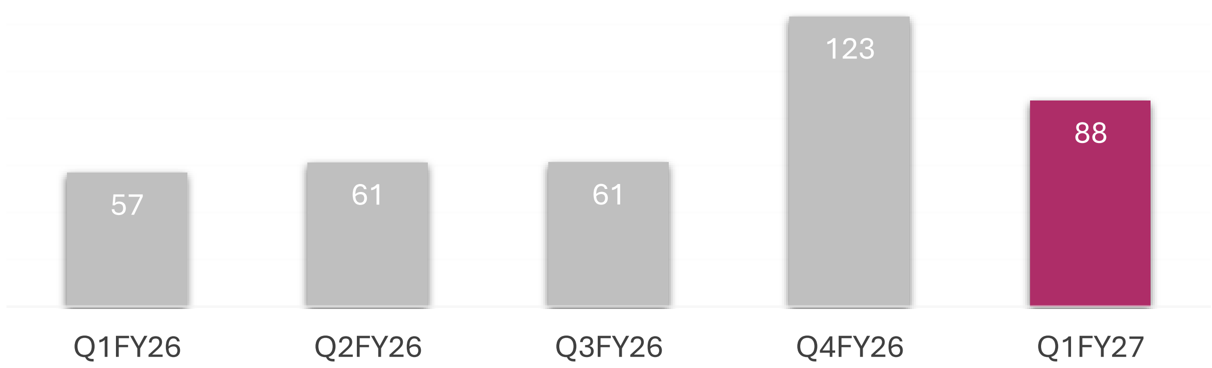
₹ 87.6 cr

53.7% YoY 29.0% QoQ

Highlights

- **Revenue remained ahead of Q3**, supported by **continued portfolio expansion and new product launches.**
- **Performance moderated sequentially** following a strong Q4, **in line with the business's seasonal pattern.**

Quarterly Performance (₹ cr)



Australia & New Zealand Overview

- In 2005, Marksans acquired 60% stake in Nova to have established base in the region
- Australia & NZ delivered strong growth with revenue scaling from ₹180 cr in FY22 to ₹303 cr in FY26 (4-year CAGR of ~14%)
- Launched Branded Prescription Division – Nova Pharma
- 11 Rx brands launched in FY26 under Nova Pharma
- 100+ Market Authorizations in Australia & New Zealand

Nova Pharmaceuticals — New Prescription Launches in the quarter

Nova Pharmaceuticals Australasia Pty Ltd (60% subsidiary) — branded prescription portfolio, Australia

Vymaze Prescription Only Medicine

Molecule	Fluticasone furoate 27.5 mcg per spray
Presentation	Nasal Spray Suspension · 120 sprays
Reference brand	Bioequivalent to Avamys
Indication	Seasonal and perennial allergic rhinitis, adults and children aged 2+

Rinidate Controlled Drug · Listed on the PBS

Molecule	Methylphenidate hydrochloride 10 mg
Presentation	Tablets · 100 per pack
Reference brand	Bioequivalent to Ritalin 10
Indication	Attention deficit hyperactivity disorder and narcolepsy

RoW Business Q1FY27 Performance

Revenue

₹ 20.0 cr

36.8% YoY   6.0% QoQ

Highlights

- Revenue improved sequentially, despite a challenging YoY degrowth amidst West Asia crisis.
- Middle East shipments were impacted by delays; improving geopolitical conditions could support recovery in the coming quarters.

Quarterly Performance (₹ cr)

RoW Overview

- RoW segment encompasses 10 countries, spanning across CIS and MENA regions
- Marksans acquired 100% stake in Access Healthcare in Dubai to increase its presence in Middle East and Africa
- Marksans has built a strong regulatory footprint with 230+ licensed products across UAE and other RoW geographies

Marksans Pharma at a Glance

Company Overview

₹ 3,033 cr
Total Income
for FY26

20.4%
FY26
EBITDA Margin

₹ 1,058cr
Cash balance
(as of 30th Jun 2026)

4
4 Manufacturing
Units &
4 R&D Centers

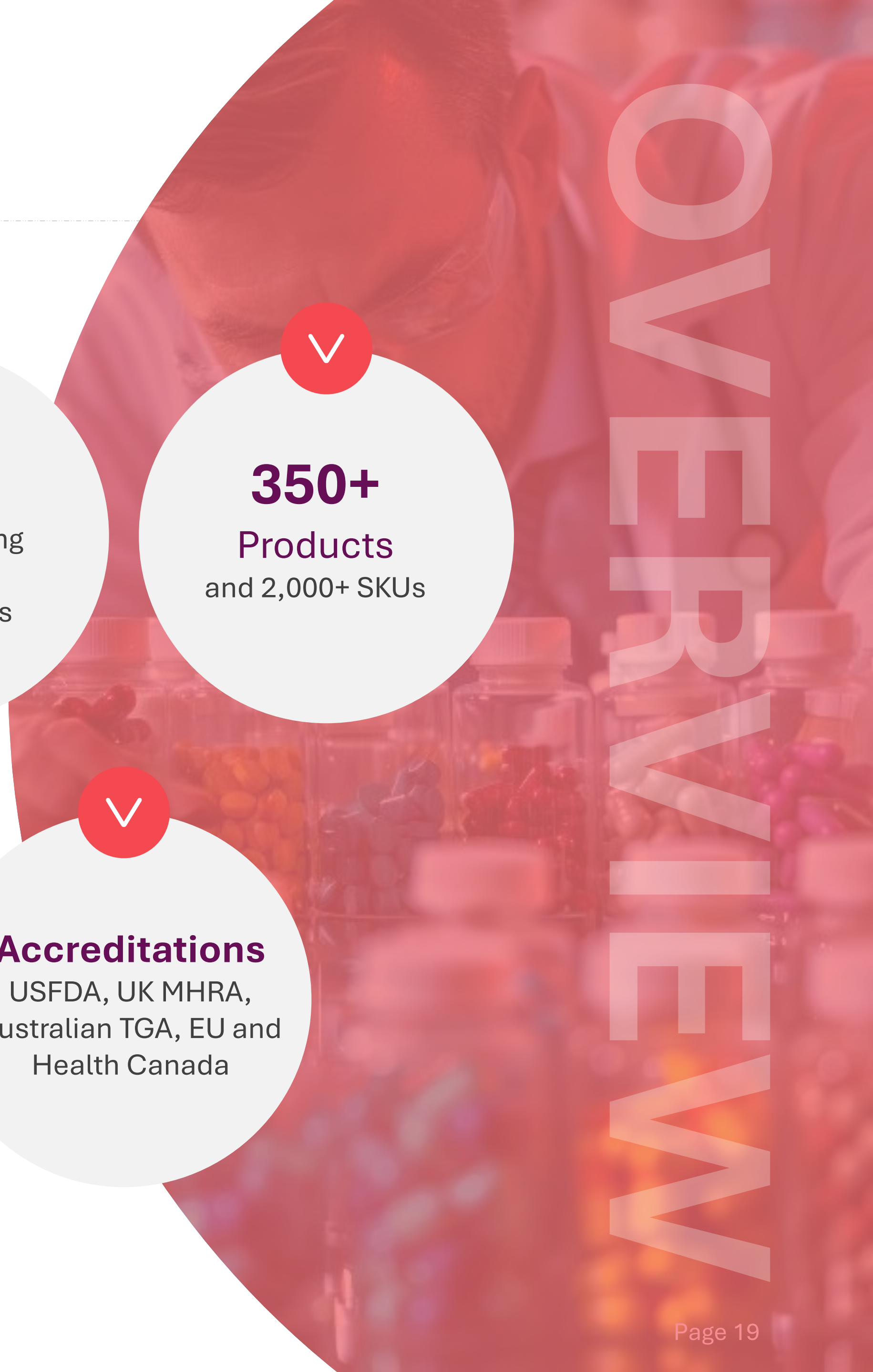
350+
Products
and 2,000+ SKUs

2,000+
Total Employees

~$175mn
in US
Amongst the top Indian
Companies in OTC
segment

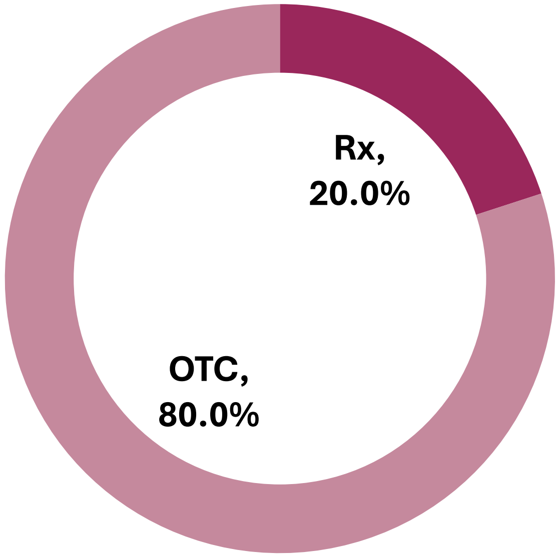
Amongst
Top 5
Indian Pharma
companies in UK

Accreditations
USFDA, UK MHRA,
Australian TGA, EU and
Health Canada



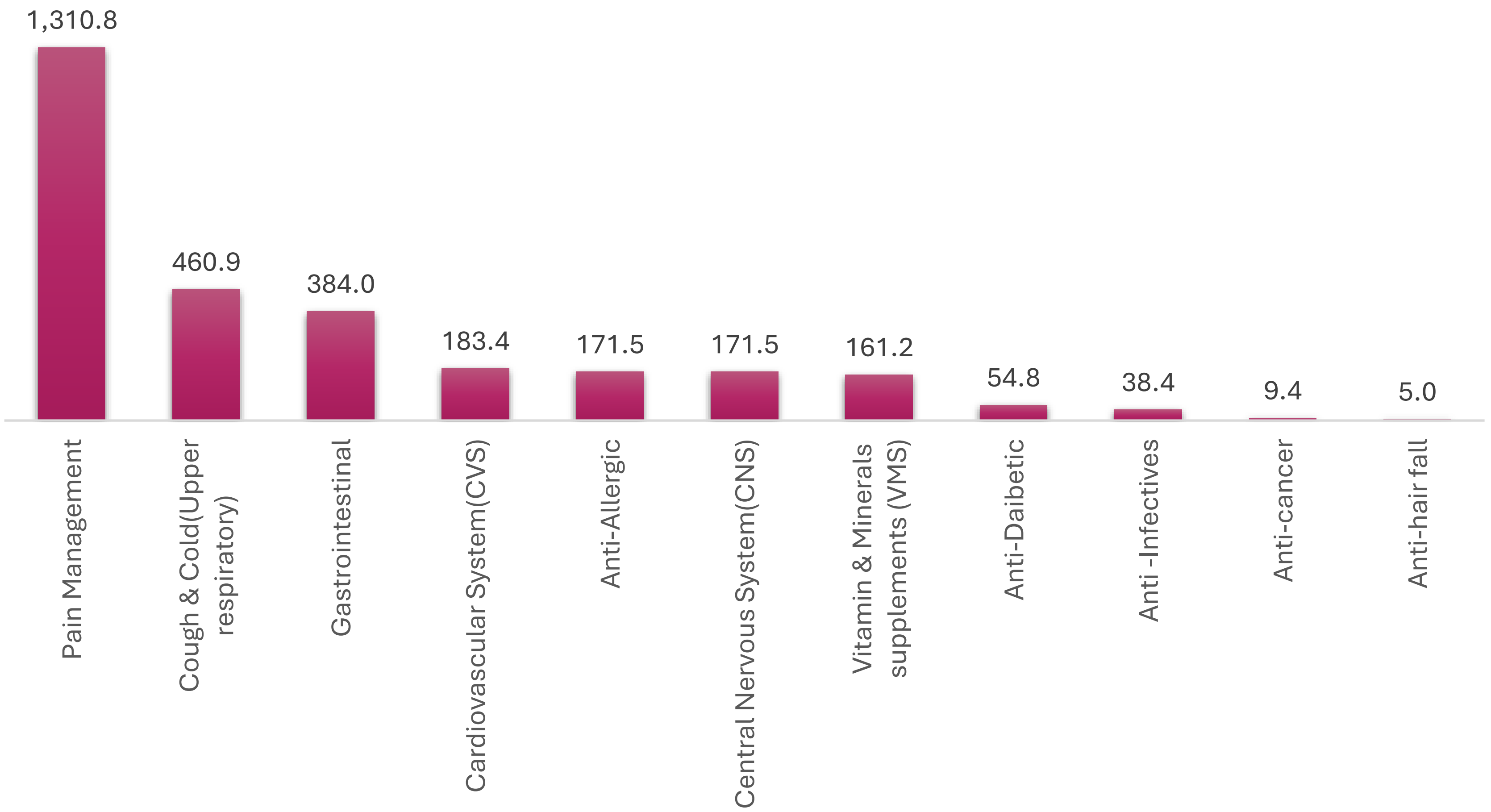
Segmental Revenue

Revenue by Segment – FY26



Our OTC segment grew at a CAGR of 20.4% (from FY17 to FY26)

Revenue by Therapeutic Segment – FY26



Marksans' OTC Focus

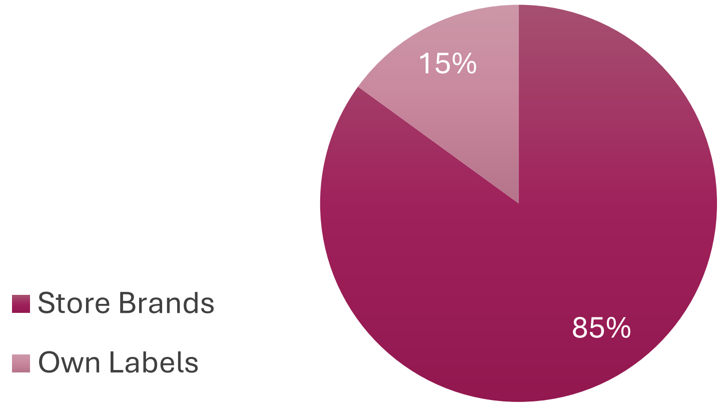
Marksans' OTC Portfolio

- The OTC business includes store brands, private label manufacturing for retailers and customers
- It also manufactures products through its own label

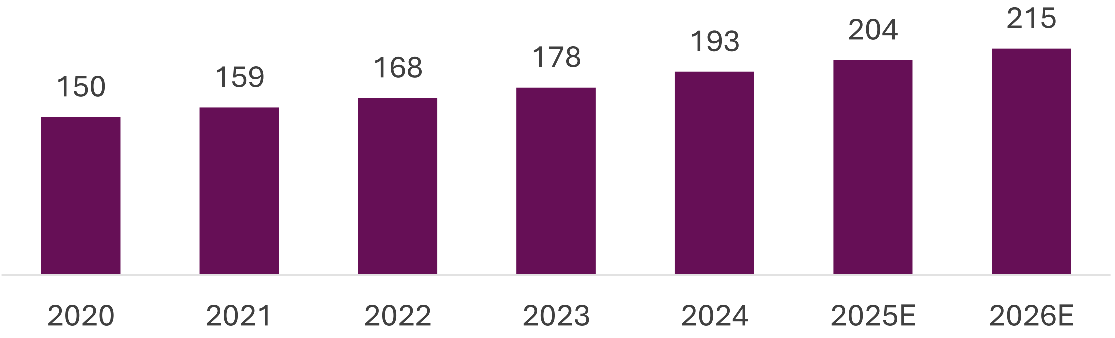
Industry Opportunity

- According to IQVIA, Global OTC Market size is projected to be $215 bn in 2026
- Prescription (Rx) to over-the-counter (OTC) switches have been a key growth driver for the OTC industry

OTC Revenue Split for FY26*



Large Growing OTC Market (USD Bn)



Source : IQVIA, data on CY basis

*The OTC revenue split is an approximate range

Manufacturing Capabilities

Total Capacity :

26 bn units p.a.*

USA

Manufacturing Facility in Farmingdale, USA

- Manufactures hard gels, tablets and capsules
- Spread over an area of 7,000 sq. mt.
- "Made in the USA" product offering
- Added incremental packaging lines

CAPACITY

6 bn tablets and hard capsules p.a.

ACCREDITATIONS

US- FDA

UK

Manufacturing Facility in Southport, UK

- Manufactures non-sterile liquids, ointments and powder sachets
- Supplies to UK, West Africa & Middle East
- Spread across 7,300 sq. mt.

CAPACITY

2 bn bottles p.a.

1 bn tubes p.a.

1 bn sachets p.a.

ACCREDITATIONS

MHRA

India

Unit 1 in Goa
Existing Manufacturing facility in Goa

- Manufactures Capsules & Tablets
- One of the biggest manufacturing facilities in Asia
- Fully-automated unit spread over 18,000 sq. mt. campus
- Generic pharmaceuticals manufactured from this facility are exported across the globe

CAPACITY

2.4 bn softgel and hard gelatin capsules p.a.

6 bn solid tablets p.a.

ACCREDITATIONS

MHRA

Unit 2 in Goa
Acquired Manufacturing facility in Goa

- Scalable capacity with a plan to double the existing Indian capacity from 8bn units per annum
- Manufacturing site is spread across 47,597 sq. mt.
- Plan to manufacture tablets, ointments, liquids and creams

ACCREDITATIONS

Health Canada

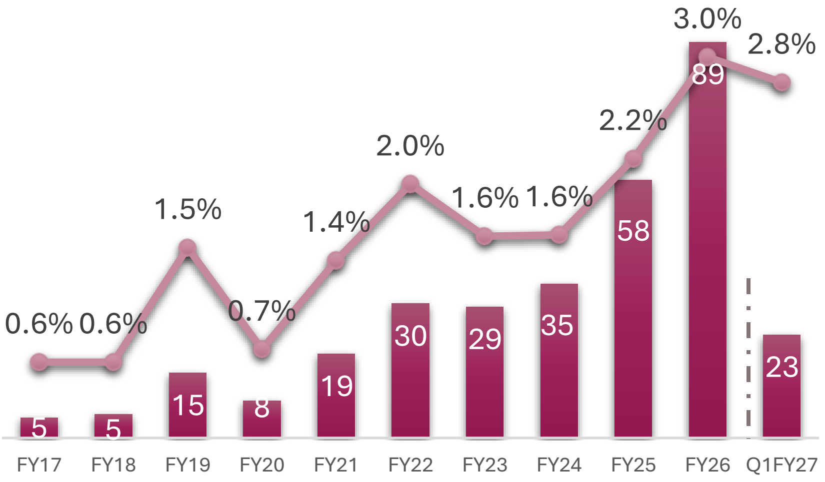
MHRA

US- FDA

*Acquired facility in Goa has scalable capacity to 8bn units p.a.

R&D Capabilities

R&D (₹ cr) and R&D % to sales



R&D
Centers

Continued focus on R&D investments leading to a robust pipeline of new developed & pipeline products

Plans to enhance portfolio with **addition of 20-25 products every year**

Focus is on **developing soft gels and different delivery system** like extended release, liquid, OTC products and ointments

4 R&D Centres

50+ Scientists

200+ Products in Pipeline

350+ ANDAs/MAs Approved

30+ ANDAs/MAs Filed (awaiting approval)

Note: Numbers across geographies

Marksans' Journey

Our Key Events

2001
Marksans was incorporated as a wholly owned subsidiary of Glenmark Pharmaceuticals Ltd.

2003
Spun off into a separate entity - Glenmark Laboratories Ltd. Changed its name to "Marksans Pharma Ltd“

2005
Acquired Nova Pharmaceuticals Australasia Pty Ltd

2007 & 2008
- Acquired Bell, Sons & Co. (Druggists) Ltd. in 2007
- Acquired Relonchem Ltd. in 2008

2015
Acquired Time Cap Laboratories Inc. USA

2017
Increased focus on OTC segment in US market

2022
Acquired Access Healthcare Dubai

2023
- Raised ₹ 372.40 cr in equity via conversion of warrants issued to OrbiMed and Promoters
- Acquired a manufacturing facility from Teva Pharma India

2024
Marksans crossed ₹ 2,000 cr revenue

2025
OTC Segment’s Revenue crossed ₹ 2,000 cr revenue

2026
- Entered new markets — Germany, Canada and Ireland
- Crossed ₹ 3,000 cr total income
- Acquired QliniQ B.V. (Netherlands) and ABCnow GmbH (Germany)

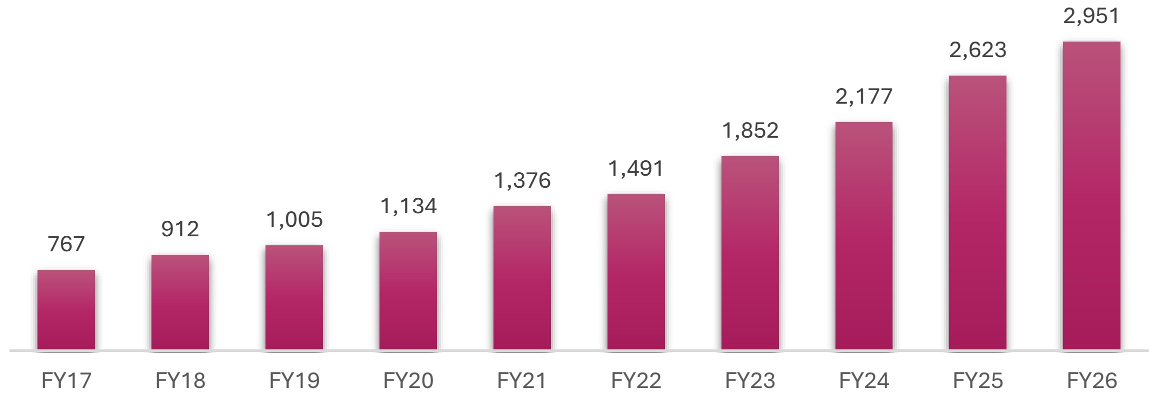
Growth and Achievements Since 2017

Operating Revenue growth ~3.8x to ₹ 2,951 cr	OTC Revenue growth of ~5.3x to ₹ 2,361 cr	Consistent and meaningfully high EBITDA margin expansion	Consistent growth in cash from operations over the years	Manufacturing capacity increased from 6 bn units p.a. in 2017 to 26 bn* units p.a.	SKUs growth to ~2000+

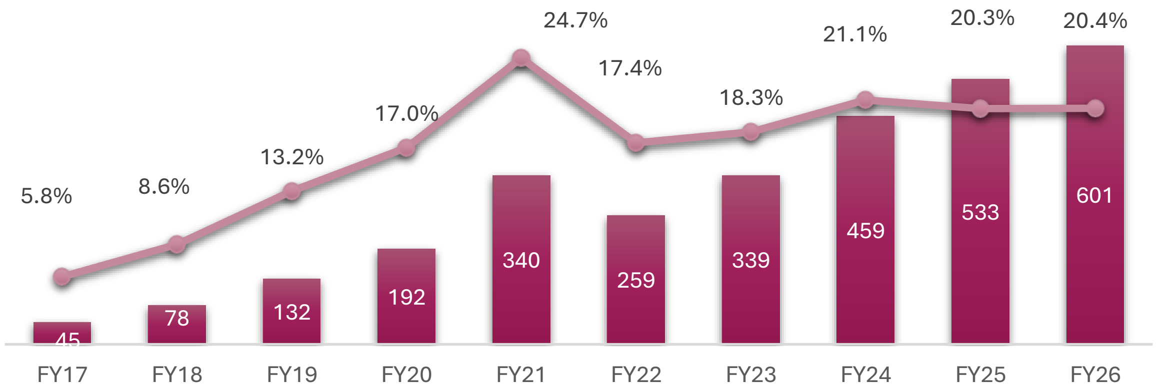
Note: All numbers as of FY26
*Acquired facility in Goa has scalable capacity to 8bn units p.a.

Financial Trends – High Growth Trajectory

Operating Revenue (₹ cr)

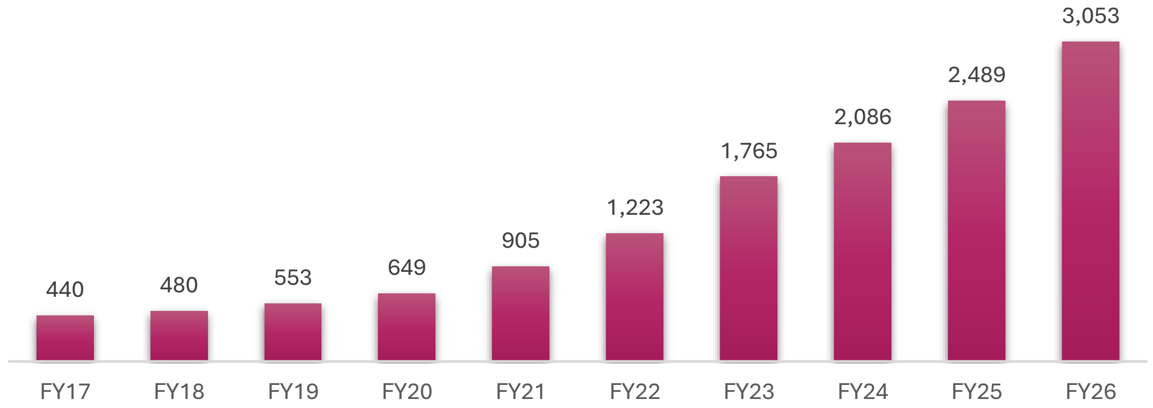


EBITDA (₹ cr) & EBITDA Margin (%)



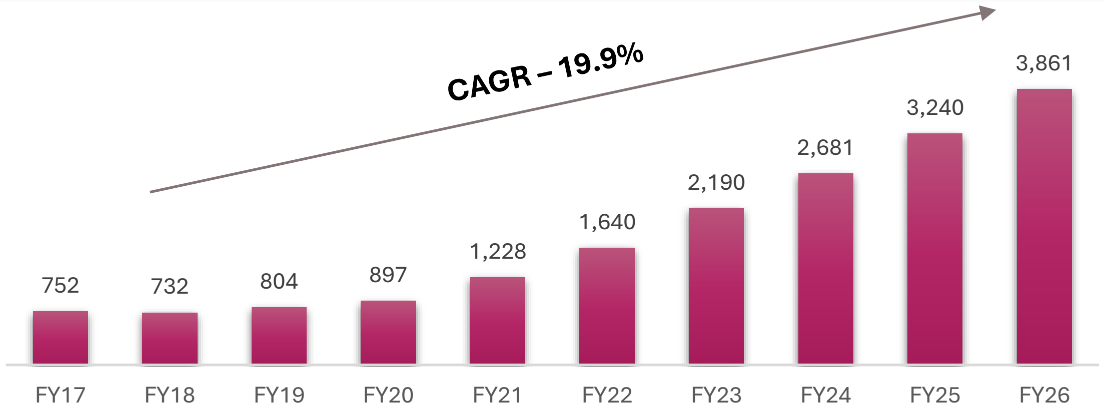
OTC Revenue Contribution (₹ cr)

Net Worth (₹ cr)

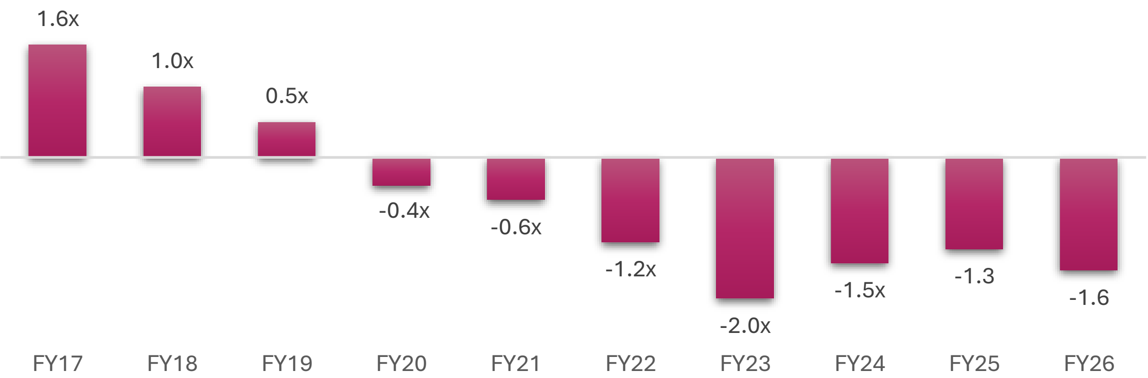


Financial Trends – High Growth Trajectory

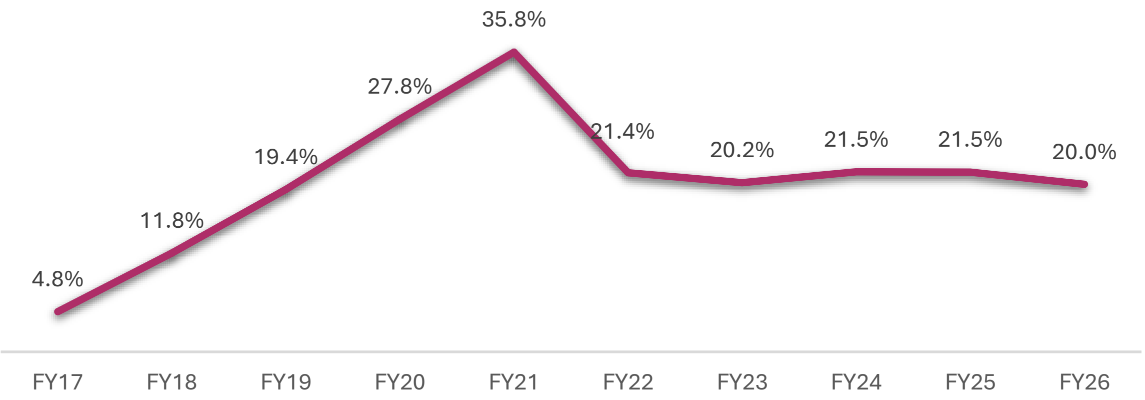
Total Assets (₹ cr)



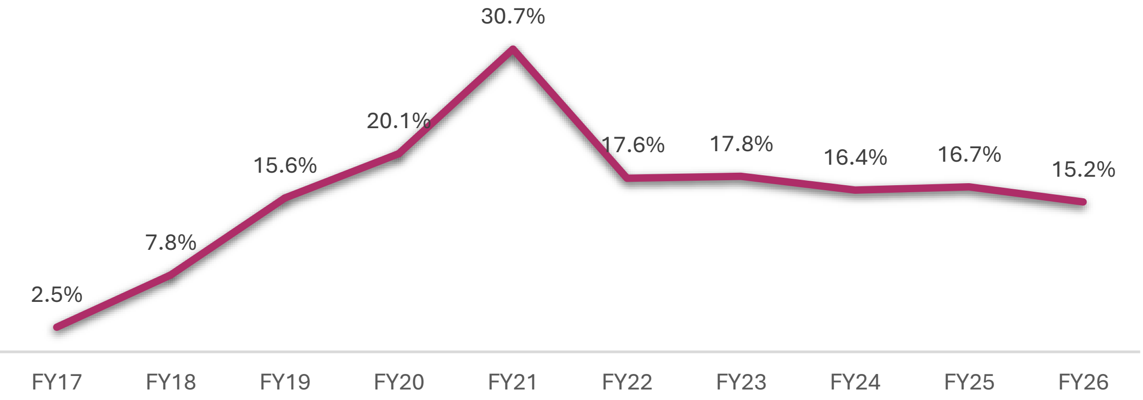
Net Debt to EBITDA



Return on Capital Employed (%)



Return on Equity (%)



ROE = Net Profit after taxes / Average Shareholder's Value
ROCE = EBIT / Capital employed || Capital employed = Tangible Net Worth + Total Debt + Deferred Tax Liabilities

Proven Success in Acquisitions

Acquisitions

	NOVA Pharmaceuticals	Bell's Healthcare	Relon Chem	Time-Cap Labs, Inc.	AHC Access Healthcare	Acquired manufacturing unit in Goa from Teva Pharma	QliniQ B.V.	ABCnow GmbH
Target Country	**Australia**	**United Kingdom**	**United Kingdom**	**United States**	**UAE**	**India**	**Netherlands**	**Germany**
Transaction Date	March 24, 2006	December 31, 2007	August 27, 2008	June 30, 2015	April 25, 2022	April 19, 2023	June 1, 2026	July 8, 2026
Sales growth from acquisition	~74x	~7x	~15x	~4x	NA	NA	NA	NA
Rationale	• To leverage Nova's research capabilities • To establish ANZ front end presence	• To strengthen UK market presence • To enter OTC segment	• To establish UK front end presence	• To establish US front end presence	• To establish front end presence in Middle East and Africa	• To expand manufacturing capacity in India	• To establish EU front end presence	• To establish German front end presence

Strategic Initiatives

Marksans Pharma Ltd.
Health Care in Safe Hands

Core Strategies for Future Growth

To become the most **reliable partner in the consumer healthcare space**

Our Five Strategic Pillars to Deliver Exponential Value

01

Focus on store brand OTC Segment

- Expanding within proven OTC demand areas, expanding market share with customers and key regions. Aim to capture a significant part of the multi-billion-dollar OTC opportunity. According to IQVIA, Global OTC Size in 2026 is expected to be ~$ 215bn.
- Our OTC segment grew at CAGR of 20.4% (from FY17-FY26)
- Marksans is the most preferred and growing low-cost store brand manufacturing partner

02

Innovation & Pipeline Power

- Continued focus on R&D leading to a strong product pipeline and successful launches
- Strong pipeline of more than 200 products

03

Scale capacity and operating leverage

- Aim to expanding Indian capacity to 16bn units p.a. Plan to manufacture tablets, hard capsules, ointments, liquids, and creams

04

Strategic Acquisitions & Front-End Expansion

- We will follow calibrated inorganic growth approach
- Expansion in growing markets and EU through acquiring front-end marketing and distribution companies
- Strong balance sheet to support the growth

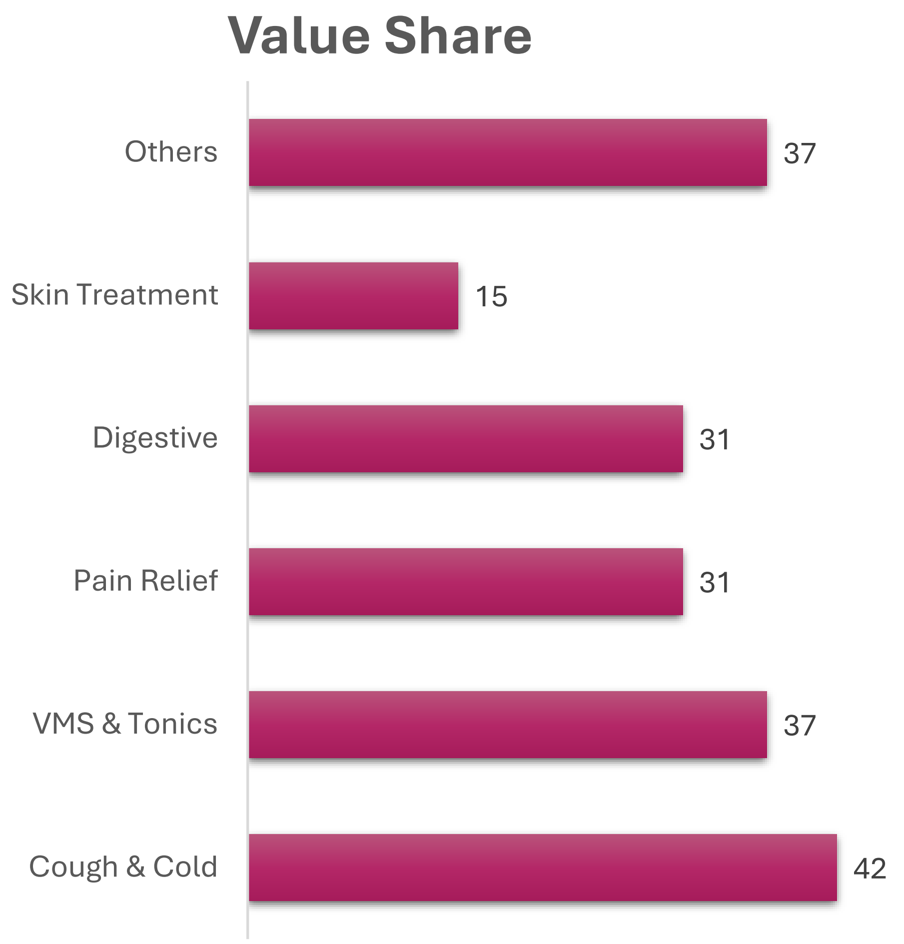
05

Sustainable & Responsible Growth

- Commit to environmentally sustainable, socially responsible practices across the Consumer Healthcare value chain
- Promote access to safe, effective, and affordable OTC healthcare solutions
- Uphold quality, regulatory, and ESG standards to build enduring value

Capturing OTC Opportunity

Global Category Value Share ($ bn)



Expanding OTC Business

Capture multi-billion-dollar OTC opportunity	• Marksans competes in large and growing categories
Strengthening Business in North America	• Increasing store brand penetration in North America • Aim to double US store brand OTC revenue
Expanding Product Pipeline	• Focus is to expand our product pipeline in OTC segment to sustain growth momentum
Complete coverage in key therapeutic segments	• Strengthening our pipeline in key therapeutic segments: Pain Management and Analgesics, Upper Respiratory, Digestive and Anti-Allergic

Source: IQVIA Consumer Health

Product Pipeline

Continued focus on R&D leading to strong product pipeline and successful launches

UK

- **18** products **approved** and **30 filings** done in FY26 and **24** products **awaiting approval** as of 31 March 2026;
- **200+ products** to be **filed over the next 4 years**

US

- **112** new **SKUs launched** in FY26
- **51** products are in the **pipeline**

Australia & New Zealand

- **23 SKUs** launched in **FY26** and **17 SKUs planned for FY27**, across 22 products.
- Established **Rx brand division in FY26 with 11 products launches**

Rest of the World

- Built a strong regulatory footprint with **230+ licensed products** across UAE and other RoW geographies

Canada

- **14** products **filed in FY26**

Key Product Launches in Last 2 Years

Brand	COMPOSITION	Therapy Segment	Market
BENZONATATE CAPSULES	BENZONATATE CAPSULES USP, 100 mg & 200 mg	Cough and Cold	US
CETIRIZINE DIHYDROCHLORIDE	CETIRIZINE DIHYDROCHLORIDE 1 MG/ML ORAL SOLUTION	Anti Allergy	UK
LOPERAMIDE HYDROCHLORIDE	LOPERAMIDE HYDROCHLORIDE TABLETS USP 2 MG	Anti Diarrheal	US
MEFENAMIC	MEFENAMIC ACID 250MG, 500 MG FILM-COATED TABLETS	Anti-Inflammatory	UK
EXEMESTANE	EXEMESTANE 25MG FILM-COATED TABLETS	Oncology	UK
CLONIDINE	CLONIDINE 100MG TABLETS, CLONIDINE HYDROCHLORIDE 25MG TABLETS	Cardiovascular System (CVS)	UK
MOXONIDINE	MOXONIDINE 200MG, 400MG TABLETS	Cardiovascular System (CVS)	UK
METFORMIN HYDROCHLORIDE RELONCHEM	METFORMIN HYDROCHLORIDE RELONCHEM 500MG, 750MG, 1000MG PROLONGED RELEASE TABLETS	Anti Diabetic	UK
OMEPRAZOLE	OMEPRAZOLE DELAYED-RELEASE TABLETS, 20 MG	Gastrointestinal	US
OXYBUTYNIN HYDROCHLORIDE	OXYBUTYNIN HYDROCHLORIDE 2.5MG/5ML ORAL SOLUTION	Central Nervous System (CNS)	UK
METFORMIN HYDROCHLORIDE	METFORMIN HYDROCHLORIDE 500MG/ 5 ML ORAL SOLUTION	Anti Diabetic	UK
SENNOSIDE TABLETS	SENNA TABLETS 7.5 MG	Gastrointestinal	UK
GABAPENTIN ORAL SOLUTION	GABAPENTIN 50 MG/ML	Central Nervous System (CNS)	UK
LORATADINE TABLETS	LORATADINE TABLETS USP 10 MG	Cough and Cold	US
LEVONORGESTREL TABLETS	LEVONORGESTREL TABLETS 1.5 MG TABLETS	Hormonal	UK
RASAGILINE TABLETS	RASAGILINE 1 MG TABLETS	Central Nervous System (CNS)	UK
OLMESARTAN TABLETS	OLMESARTAN 10, 20, 40 MG FILM-COATED TABLETS	Cardiovascular System (CVS)	UK
LEVETIRACETAM	LEVETIRACETAM 100 MG/ML ORAL SOLUTIONS	Central Nervous System (CNS)	UK
ESOMEPRAZOLE MAGNESIUM CAPSULES	ESOMEPRAZOLE MAGNESIUM DELAYED-RELEASE CAPSULES USP, 20 MG (OTC).	Digestive	US
GUAIFENESIN TABLETS	GUAIFENESIN EXTENDED-RELEASE TABLETS (OTC)	Cough and Cold	US
CYANOCOBALAMIN TABLETS	CYANOCOBALAMIN 50MG FILM COATED TABLETS	Vitamin	UK
PREGABALIN CAPSULES	PREGABALIN CAPSULES, 25 MG, 50 MG, 75 MG, 100 MG, 150 MG, 200 MG, 225 MG, 300 MG	Central Nervous System (CNS)	US
FLUOXETINE ORAL SOLUTION	FLUOXETINE 20MG/5ML ORAL SOLUTION	Central Nervous System (CNS)	UK
ACETAMINOPHEN AND IBUPROFEN TABLETS	ACETAMINOPHEN AND IBUPROFEN TABLETS, 250 mg/125 mg	Pain Management	US
FAMOTIDINE TABLETS	FAMOTIDINE TABLETS USP, 10 MG and 20 MG	Gastrointestinal	US
FLUOXETINE CAPSULES	FLUOXETINE 10MG, 20MG, 40MG	Central Nervous System (CNS)	US
CETIRIZINE TABLETS	CETIRIZINE 5MG, 10MG	Anti Allergy	US
APAP ER	ACETAMINOPHEN EXTENDED RELEASE 650MG	Pain management	US
LIQUIDS - ALL IN ONE SOLUTION	PARACETAMOL, GUAIFENESIN, PHENYLEPHRINE	Cough and Cold	UK
LIQUIDS - IBUPROFEN	IBUPROFEN 100 MG/5ML ORAL SOLUTION 200 ML P PACK	Pain Management	UK

Strong Balance Sheet to Drive Inorganic Growth

Cash balance of ₹ 1,058 cr as of 30th June 2026; net cash of ₹ 1,031 cr
Cash positive for over 5 years.

Operating cash generation of ₹ 185 cr and free cash flow of ₹ 152 cr in Q1FY27

Disciplined capital allocation

Capex of ₹ 33 cr in Q1FY27

Strong credit rating

Long term: CARE AA-; Stable | IND AA-; Positive

Short term: CARE A1+ | IND A1+

India Ratings revised the outlook to Positive from Stable on ₹ 195.75 cr bank facilities

Inorganic growth ongoing

Completed acquisition of QliniQ B.V. (Netherlands) and ABCnow GmbH (Germany)

Owned front-end market access now spans Ireland, Germany, the Netherlands, and Canada

Balance sheet strength supports further calibrated opportunities

We’ve Delivered What We Promised

1	Total Income guidance of ₹ 3,000 cr	Achieved
2	Focus on expanding OTC business – ~5.3x revenue growth since 2017	Achieved
3	EBITDA margins in the 18-21% range	Achieved
4	Maintain net cash balance sheet	Achieved
5	Disciplined capex allocation	Achieved

The Marksans Investment Thesis

01 Structural Shift to OTC

- Global OTC market reaching $215 bn — structural tailwind
- Private-label penetration accelerating across US & UK
- Consumers permanently shifting to quality store brands
- Marksans: uniquely positioned to capture this shift

02 Growth Visibility

- Multiple drivers: launches, categories, retailer depth
- 200+ products in pipeline; 20-25 new launches p.a.
- Expanding across US, UK, ANZ, Europe and Canada
- New markets (Ireland, Germany, Canada) adding revenue layer
- Transition: generic pharma → consumer healthcare. OTC mix rising

03 Scalable Operating Leverage

- 26 bn unit capacity; Goa Unit 2 doubling India output
- Lower unit cost as volumes ramp — margin accretive
- Dosage form flexibility adds incremental revenue
- Manufacturing foundation built over 20+ years

04 Consistent Execution & Financial Strength

- OTC revenue CAGR 20.4% (FY17-FY26); EBITDA in range of 18-21%
- ₹1,058 cr cash; net cash positive 5+ consecutive years
- Care and now Ind AA- rating; disciplined capital allocation
- Revenue 3.8x; OTC revenue 5.3x since FY17

Growth Roadmap — FY27 and Beyond

Marksans Growth Algorithm

DEEPEN
- Increase SKUs per existing retailer
- Expand share in core OTC categories

BROADEN
- Add adjacent OTC categories
- Select Rx-to-OTC switches
- Increase retailer base in key regions

SCALE
- Ramp utilisation of expanded manufacturing capacity
- Improve operating leverage

Expand
- Organic entry into new geographies
- Selective front-end acquisitions

FY27–28 Milestones

- India capacity: 16 bn units p.a.
- Expand US and North America revenue
- Expand towards Top-3 India pharma in UK by revenue
- Grow the EU front-end presence
- Expand Australia into adjacent OTC categories
- Strengthen Canada and European revenues

Strategic Vision FY30

- Top global consumer healthcare company
- Multi-continent front-end direct presence
- Strong FCF supporting shareholder returns
- ESG-embedded, compliant, sustainable operations

Sustainability at Marksans

Driving Sustainable Progress

Environment

Ensure sustainability in our operations and projects by positively impacting the natural environment.

Social

Positively impact our people and community through utmost respect for human rights, diversity, and inclusion.

Governance

Bring about an industry transformation by leading ethically and bolstering trust through a high degree of transparency & accountability.

Our commitment to Environmental, Social, and Governance (ESG)

is central to our strategy and the long-term success of our company. Integrating ESG principles enables us to enhance value, manage risks, and achieve sustainable growth, while also balancing the expectations of our stakeholders

Empowering Communities

01

Health Care

- Organized free health check-up camps and distributed free medicines and other medical supplies to under privileged people in the state of Goa
- Medical treatment to underprivileged patients of cancer and bone marrow transplantation

02

Education

- Contribution towards education of underprivileged students
- Sponsored disaster management training workshops

03

Environment

- Building and upkeep of public gardens/parks and tree plantation in Verna Industrial Estate, Goa

04

Food Distribution

- Distribution of free food items to daily wage labourers, people below poverty line and other economically backward people who do not have regular income

05

Overall wellbeing of women and children

- Women and child development, professionalizing Anganwadis and national nutrition mission in Goa

Environmental Sustainability Initiatives

Improving operational and manufacturing efficiency and attract environmentally conscious value chain partners and focusing on optimum use of natural resources and raw materials

Increased use of recycled packaging materials by over 400%.
Plan underway for using renewable energy.

Focusing on areas of preventive healthcare, education, eradicating malnutrition, welfare of women and children, rural development projects in the local communities

Increased waste recovery through recycling
Discharge of wastewater only after proper treatment
Do not use water from water stress areas

There is considerable reduction in NOx and Particulate Matter air emissions

There is a considerable reduction in Scope 1 greenhouse gas emissions, and plans are underway to reduce Scope 2 greenhouse gas emissions

Corporate Governance Standards

We at
Marksans Pharma Ltd
adhere to following principles

A strong ethical organization with a focus on transparency, accountability, adequate disclosure and compliance

Has in place anti-bribery and human rights policy

Has a robust whistleblower and complaint/grievance redressal mechanism for investors, employees and workers, customers, value chain partners and other stakeholders

No conflict of interest of directors and employees in any business transaction

Has stringent codes of conduct and policies in place for observance by directors, employees, and workers

Robust risk management framework for proactive identification and mitigation of business risks

Zero tolerance against discrimination based on race, ethnicity, caste, color, age, sex, disability and socioeconomic status

Strong track record of withholding & promotion of Human rights

Board of Directors - Guided By Visionary Minds

Mark Saldanha
Founder, Chairman &
Managing Director

- Science Graduate
- 30+ years of experience in the marketing, production and finance functions
- Ex- Whole Time Director, Glenmark Pharmaceuticals Ltd.

Sandra Saldanha
Promoter,
Whole-Time Director

- MA in Arts (Sociology)
- Experience in Human Resource Management, Business Development, Projects and Supply Chain Management

Varddhman Jain
Whole-Time Director

- M. Pharm (Pharmaceuticals)
- 27+ years of experience in manufacturing, quality R&D, compliance & regulatory affairs both for API and FDF
- Successfully handled several regulatory inspections including USFDA, MHRA, PMDA Japan and WHO
- Created sound Internal processes for regulatory clearance

Dr. Sunny Sharma
Non-Executive Director

- MBA, MBBS.
- Senior Managing Director, OrbiMed Asia
- Ex-Investor Growth Capital (IGC), Easton Capital

Marksans Pharma Ltd.
Health Care in Safe Hands

Board of Directors - Guided By Visionary Minds

Abhinna Sundar Mohanty
Independent Director

- M.Sc., Mathematics
- 39+ years of experience in sales, marketing, business development and business strategy
- Ex-Alembic Pharma

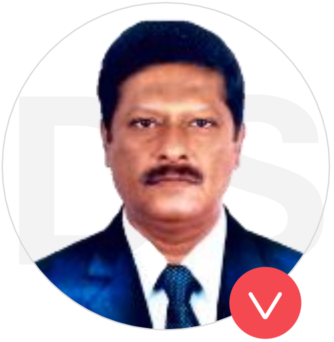
Digant Mahesh Parikh
Independent Director

- MBA, Finance
- 26+ years of experience in Corporate Finance, Strategic Planning and Business Set-up & Scale up.

Shailaja Vardhan
Independent Director

- Seasoned professional in Communication
- Expertise in developing brand architecture, devising positioning strategies, formulating go-to-market approaches, and implementing impactful communication initiatives

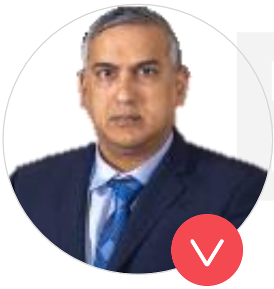
Mr. Srinivas Mishra
Independent Director



- B. Sc Hons (Mathematics)
- 20+ years of experience in Corporate Finance & Wholesale Banking, Corporate Governance, Business & Administration, Legal Abilities, Risk Management and Financial Administration
- Ex-Deputy General Manager,SBI

Experienced Leadership Team

Mark Saldanha
Founder, Chairman & Managing Director



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- 30+ years of experience in the marketing, production and finance functions

Varddhman Jain
Whole-Time Director

- M. Pharm (Pharmaceuticals)
- 27+ years of experience in manufacturing, quality R&D, compliance & regulatory affairs both for API and FDF manufacturing

Sathish Kumar
MD – Marksans Pharma UK Ltd.

- M. Pharm (Pharmaceuticals)
- 20+ years of experience in Production, Formulation development, Regulatory, Technical and Business Development

Anjani Kumar
COO – Global Operations and USA

- B. Pharm (Pharmaceuticals)
- 38+ years of experience in all aspects of pharma management
- Ex-Wockhardt, Cipla, Lupin

David Mohammed
MD – Nova Pharmaceuticals Australasia Pty Ltd

- 20+ years experience in pharma innovation, operations, distribution
- Ex-MD Australasia and Africa, Valeant Pharmaceuticals

Jitendra M Sharma
Chief Financial Officer

- CA, CWA
- 28+ years of expertise in M&A, treasury, forex management, costing, fund raising and internal control systems

Annexure

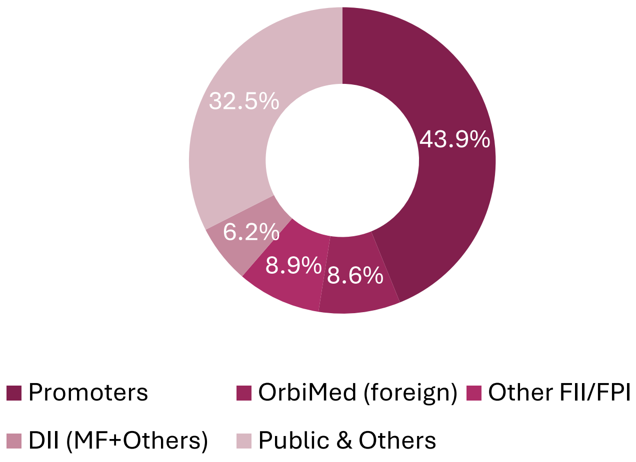
Consolidated Profit & Loss Statement

Particulars (₹ cr.)	Q1FY27	Q1FY26	Q4FY26	YoY	QoQ
Operating Revenue	**840.8**	**620.0**	**856.1**	**35.6%**	**-1.8%**
Gross Profit	497.3	358.2	465.5	38.9%	6.8%
Gross Margin %	*59.1%*	*57.8%*	*54.4%*	*138 bps*	*478 bps*
EBITDA	**213.0**	**100.1**	**195.4**	**112.8%**	**9.0%**
EBITDA Margin %	*25.3%*	*16.1%*	*22.8%*	*919 bps*	*251 bps*
Finance Costs	-7.0	-6.1	-6.3	15.5%	11.0%
Depreciation & Amortization	-24.9	-23.1	-24.3	7.6%	2.4%
Other Income	25.4	5.6	35.2	350.3%	-27.8%
Profit before tax	**206.6**	**76.6**	**200.0**	**169.7%**	**3.3%**
Taxes	-47.2	-18.4	-51.0	156.4%	-7.5%
PAT	**159.4**	**58.2**	**149.0**	**173.9%**	**7.0%**
Net Profit Margin %	*18.4%*	*9.3%*	*16.7%*	*910 bps*	*168 bps*
Diluted EPS (INR)	**3.5**	**1.3**	**3.3**	**169.5%**	**6.1%**

Note: 1)Net Income Margin = Net profit / Total Income (Revenue from operations + Other Income)

Shareholding Pattern — As of June 2026

Shareholding — Q1FY27 (Jun 2026)



Shareholding Trend – Q1FY27

Category	Q1FY27
Promoters (%)	**43.9**
FII / FPI (%)	17.5
of which OrbiMed (%)	**8.6**
DII (%)	6.2
Public & Others (%)	32.5

Source: BSE

Stable Promoter Holding

43.9% held steady

OrbiMed Strategic Foreign Holding

8.6% by OrbiMed Asia IV (Mauritius FVCI) — global healthcare investor with $19bn AUM

Wider Mutual Fund Base

MF holding at 4.4% across 11 schemes (Jun 2026), up from 9 schemes

Thank You

For more information please contact:

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