AKUMS
DRUGS & PHARMACEUTICALS LTD.

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+91-11-69041000 CIN: L24239DL2004PLC125888
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Ref: Akums/Exchange/2026-27/60 November 02, 2026

To,
The Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Symbol: AKUMS

To,
The Listing Department
BSE Limited
25th Floor, New Trading Ring,
Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

Scrip Code: 544222

Sub **Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation**

Pursuant to Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of investor presentation is enclosed herewith for the Earning/Quarterly conference call (group meet) going to be held on November 03, 2026, virtually.

A copy of this disclosure is being updated on the website of Akums Drugs and Pharmaceuticals Limited at www.akums.in

This is for your information and records

Thanking You

For **Akums Drugs and Pharmaceuticals Limited**

Dharamvir Malik
Digitally signed by Dharamvir Malik
Date: 2026.11.02 18:12:09 +05'30'

Dharamvir Malik
Company Secretary & Compliance Officer

Encl: As above

Akums

Q2 FY 26-27 Investor Presentation

November 2026



Disclaimer

Akums Drugs and Pharmaceuticals Limited may, from time to time, make written and oral forward-looking statements, in addition to statements contained in the company's filings with BSE Limited (BSE) and National Stock Exchange of India Limited (NSE), and its reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Akums Drugs and Pharmaceuticals Limited.

All information contained in this presentation has been prepared solely by Akums Drugs and Pharmaceuticals Limited. Akums Drugs and Pharmaceuticals Limited does not accept any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith.

Managing Directors' **Message**

Dear Investors

We are pleased to announce the results for Q2 FY27 and H1 FY27. During Q2, we enhanced the results achieved during Q1. During Q2, the revenue grew by more than 30% and EBITDA more than doubled YoY. Even sequentially i.e. QoQ, the revenue growth was at an impressive 15% and EBITDA increased by 11.5%.

The growth was spearheaded by the CDMO segment with double digit volume growth and improvement in API prices. The demand environment for CDMO remains robust and Akums continues to deepen its presence within the IPM.

Our domestic branded formulations segment had a steady quarter with 8% YoY growth in revenue and marked improvement in profitability on a sequential basis.

Our international branded formulations business saw growth accelerating, both on YoY and QoQ basis.

API segment continued on its journey towards achieving EBITDA break even as our endeavours continued. The trade generic segment cemented EBITDA positivity during the quarter.

Our European CDMO project is progressing as per plan and we continue to make steady progress vis-à-vis our Zambia initiative with commercial supplies from the Indian plant scheduled during Q4 FY27 with revenue booking expected in Q1 FY 28.

We are proud to announce that Akums earned an EcoVadis Bronze Medal, placing us among Top 35% of global assessed companies.

We remain optimistic of delivering positive results and remain committed to creating long term shareholder value

- **Sanjeev Jain & Sandeep Jain**



More than Two Decades' Legacy of Expertise, Experience & Trust

2004

Incorporated in April 2004

Set up of **first plant for oral solid dosage form** in Haridwar.

2005-09

Established dedicated manufacturing site for **Oral Liquid Dosage & Sterile products.**

Established a **nutraceutical** facility

2010-13

Dedicated facilities for **Hormones, Cosmetics and Dermatology.**

Launched **Akumentis** to venture into branded formulations.

Started dedicated plant for **β-lactam anti-infectives** and steroids

2014-18

Expanded into **Asian markets.**

Established R&D lab in Mumbai to venture into regulated market.

Received **US-NSF Certification for Maxcure Nutravedics** facility

2019-21

Acquired Parabolic Drugs to venture into API

Set up dedicated facility for **Penems at Kotdwar**

2022-26

Plant 1 ,2 & 3 received EU-GMP accreditation

Listed on NSE and BSE

Started **new injectable** and a **new OSD** facility

ANVISA certified for Plant 3

Acquired 2 plants in Cosmetics and nutraceuticals



Technologically Advanced Manufacturing Capabilities (1/2)

							
Location	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar
YEAR	2004	2007	2007	2010	2010	2010	2014
CAPACITY[1]	649	15	39	264	6	269	2,635
CAPABILITY	General	General	General	Hormonal	Cosmetics	Ayurvedic / Nutraceuticals	General
DOSAGE FORMS	1	2	3	1 3 4	4	1 2	1 2 3 4

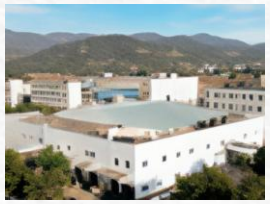
DOSAGE FORM

1 Oral solid
2 Oral liquid
3 Injectable / sterile
4 External / topical

[1] Annual capacity in Cr units

Technologically Advanced Manufacturing Capabilities (2/2)








Location	Haridwar	Kotdwar	Baddi	Haridwar	Roorkee	Noida	Baddi#
YEAR	2014	2021	2023	2024	2026	2026	2027
CAPACITY[1]	732	17	392	41	13	7	-
CAPABILITY	β-lactams & steroids	Penem anti-infective	General	General	Cosmeceuticals	Cosmeceuticals	General
DOSAGE FORMS	1 2 3 4	1 2 3	1 2	3	1 4	4	1

QUALITY CREDENTIALS*

EUROPEAN UNION GMP · FDA Food and Drug Administration PHILIPPINES · EFDA ETHIOPIAN FOOD & DRUG AUTHORITY · BỘ Y TẾ MINISTRY OF HEALTH · CERTIFIED ISO 9001:2015 COMPANY

DOSAGE FORM

1 Oral solid · 2 Oral liquid · 3 Injectable / sterile · 4 External / topical

*Received by some or all facilities; # upcoming facility; [1] Annual capacity in Cr units



Q2/H1 FY 27

Financial Performance Highlights

Key drivers as well as their trends during Q2 FY27

Key drivers and their impact on Akums' performance

- Strong CDMO volume growth momentum continues
- API prices saw an increase in Q2
- API segment continues on its path to profitability
- Marketing segments profitability improved sequentially

Akums continued to witness double digit volume growth leading to healthy capacity utilization over 50%.	API prices momentum sustained in Q2 albeit at a lower pace.	API losses curtailed significantly.	International and domestic branded segments margins remained lower YoY however, improved sequentially. Trade generics continues to break even.

Q2 FY27 Performance Highlights

Consolidated Performance

1,371 cr	224 cr	115 cr
	16.3%	8.4%
Total Income (+30.6% YoY)	EBITDA (including other income) (+76.3% YoY)	PAT (+168.3% YoY)

Operating Performance

1,342 cr	195 cr	115 cr
	14.5%	8.4%
Revenue (+31.9% YoY)	EBITDA (+106.1% YoY)	PAT (+168.3% YoY)

Segment Break-up

	Business Vertical	Share in revenue
	CDMO	**83.1%**
	Domestic Branded Formulation	**9.8%**
	International Branded Formulation	**3.3%**
	API	**2.1%**
	Trade Generics	**1.7%**

H1 FY27 Performance Highlights

Consolidated Performance

2,568 cr	**429 cr**	**216 cr**
	16.7%	**8.4%**
Total Income (+22.3% YoY)	**EBITDA (including other income) (+51.7% YoY)**	**PAT (+100.7% YoY)**

Operating Performance

2,509 cr	**369 cr**	**216 cr**
	14.7%	**8.4%**
Revenue (+22.9% YoY)	**EBITDA (+65.3% YoY)**	**PAT (+100.7% YoY)**

Segment Break-up

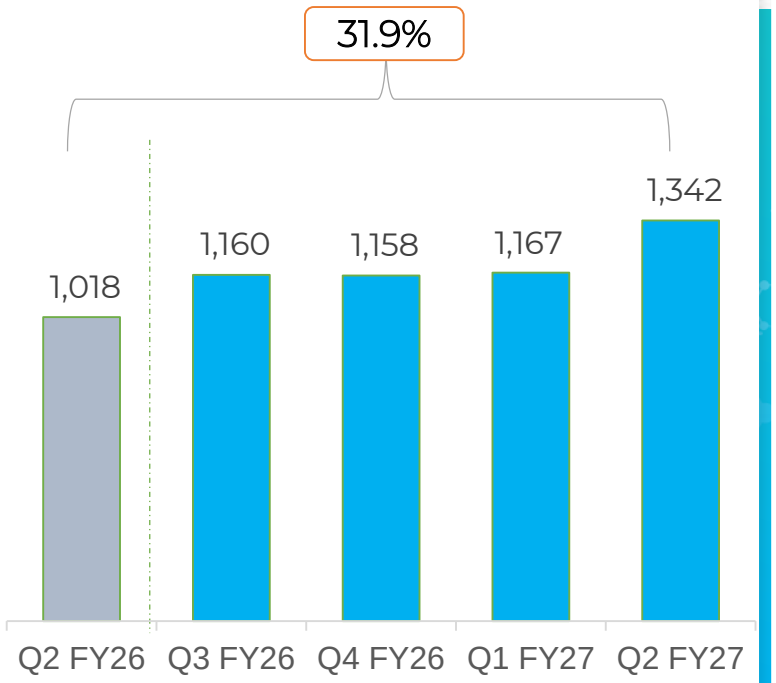
	Business Vertical	Share in revenue
	CDMO	**82.9%**
	Domestic Branded Formulation	**9.9%**
	International Branded Formulation	**3.1%**
	API	**2.4%**
	Trade Generics	**1.8%**

Profit and Loss Statement

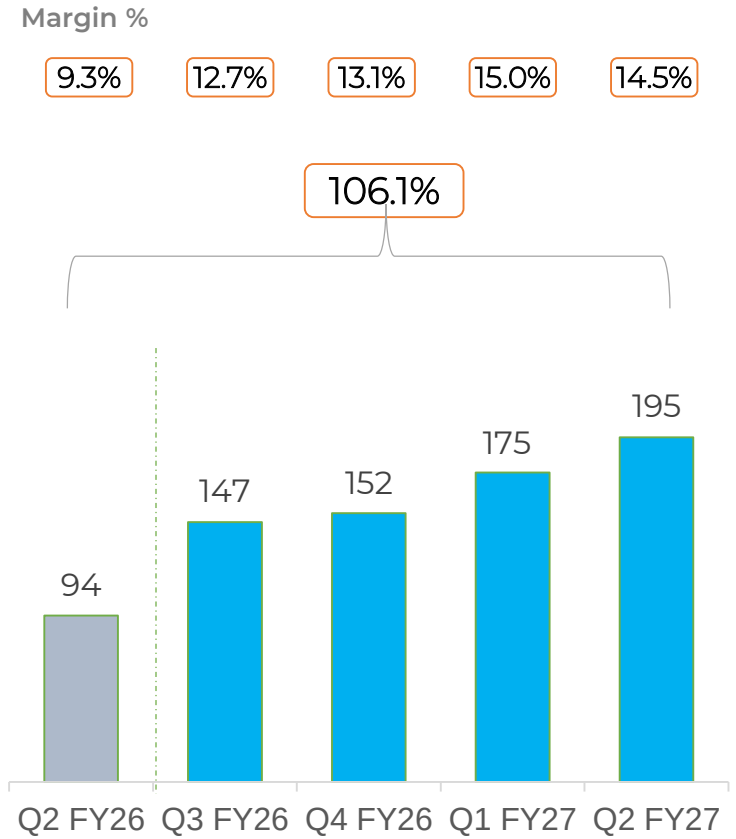
Particulars (Rs Cr)	Q2 FY27	Q2 FY26	Y-O-Y (%)	Q1 FY27	Q-O-Q (%)	H1 FY 27	H1 FY 26	Y-O-Y (%)	FY26
Revenue	1,342	1,018	31.9%	1,167	15.1%	2,509	2,042	22.9%	4,359
COGS	767	593	29.4%	645	18.8%	1,412	1,174	20.2%	2,514
GP Margin %	*42.9%*	*41.8%*		*44.7%*		*43.7%*	*42.5%*		*42.3%*
Employee Expenses	224	189	18.5%	201	11.3%	426	365	16.5%	754
Other Expenses	157	141	10.9%	145	8.0%	302	278	8.5%	570
EBITDA	195	94	106.1%	175	11.5%	369	223	65.3%	522
EBITDA Margin %	*14.5%*	*9.3%*		*15.0%*		*14.7%*	*10.9%*		*12.0%*
Finance Cost	26	23	10.2%	25	3.7%	50	46	8.6%	94
Depreciation & Amort.	43	38	14.1%	41	5.2%	84	75	12.7%	155
Exceptional Expenses	-	-	-	-	-	-	-	-	20
Other Income	29	32	(10.7)%	30	(4.9)%	59	59	0.3%	129
Profit Before Tax	155	66	135.6%	139	11.1%	294	161	82.2%	382
Tax	40	23	74.9%	38	5.0%	78	54	45.4%	126
PAT	115	43	168.3%	101	13.5%	216	107	100.7%	256
PAT Margin %	*8.4%*	*4.1%*		*8.4%*		*8.4%*	*5.1%*		*5.7%*
EPS	*7.37*	*2.66*	*176.7%*	*6.53*	*12.8%*	*13.90*	*6.81*	*104.1%*	*16.67*

Quarterly Performance Trends

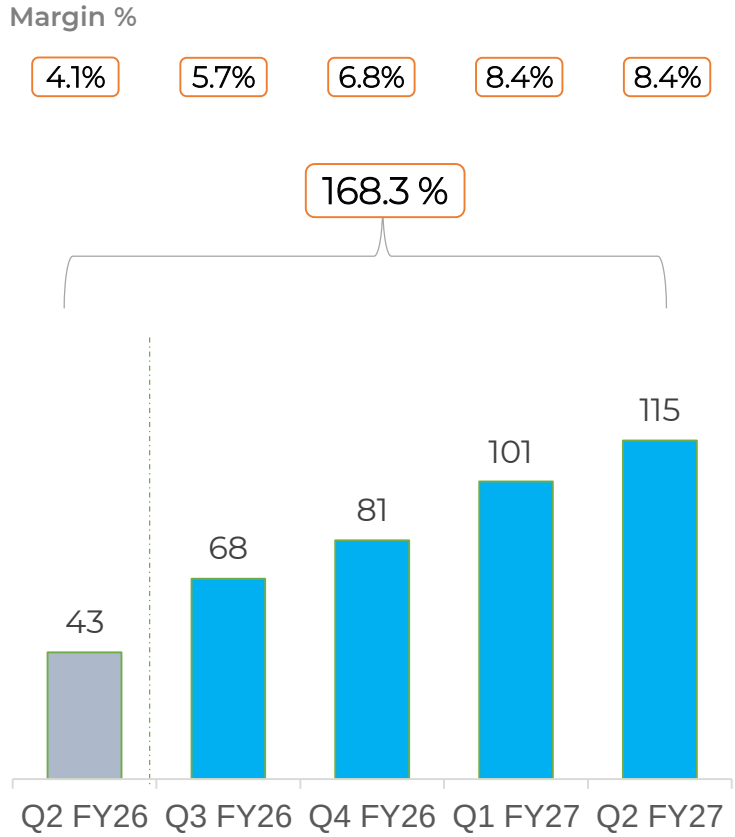
Revenue (INR Cr.)



EBITDA (INR Cr)

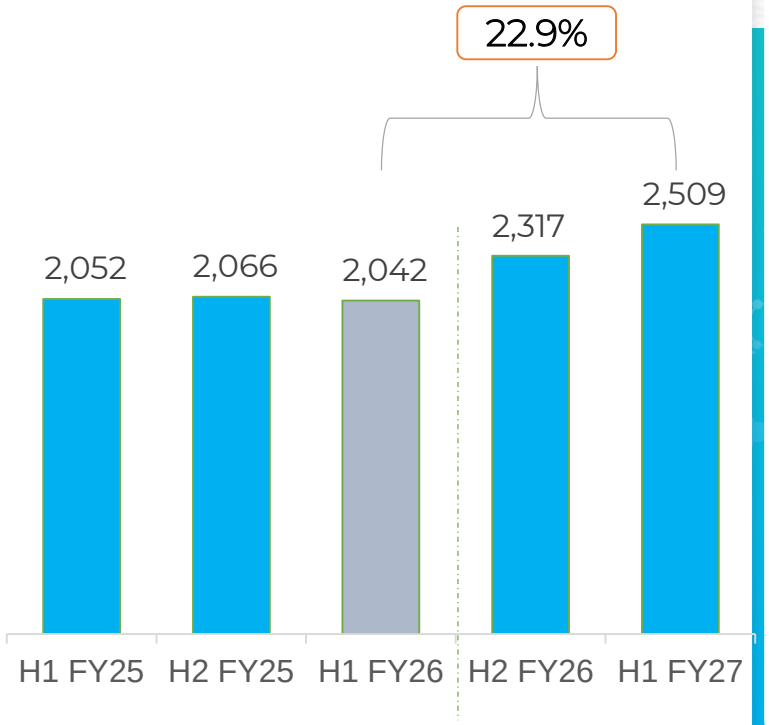


PAT (INR Cr)

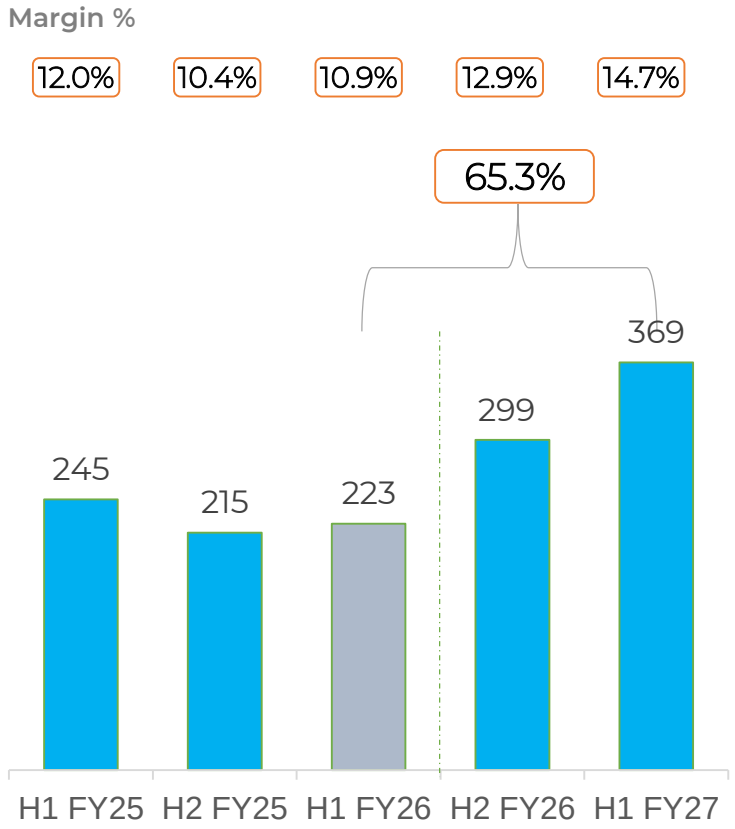


HY Performance Trends

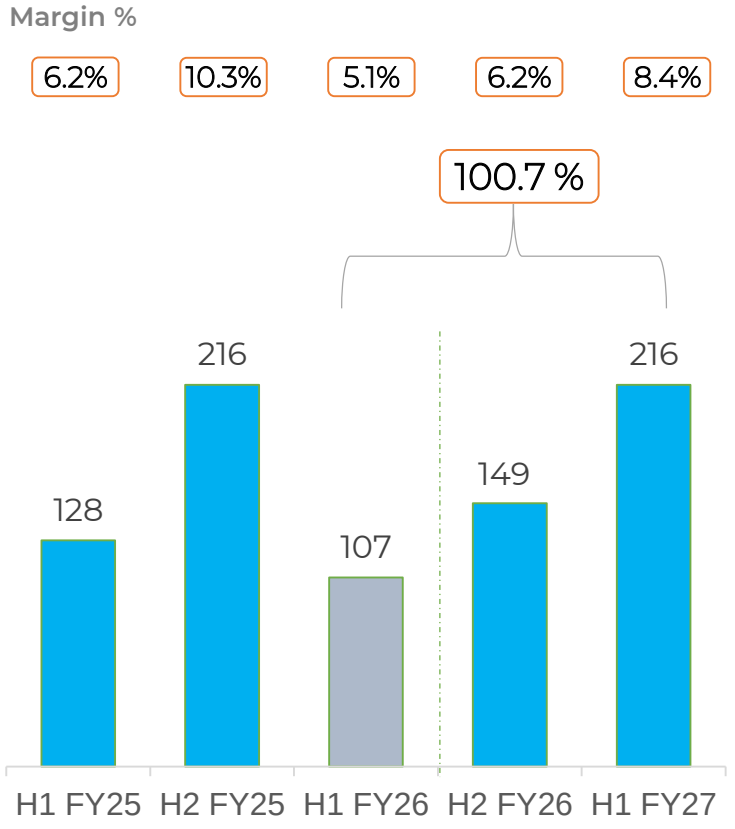
Revenue (INR Cr.)



EBITDA (INR Cr)

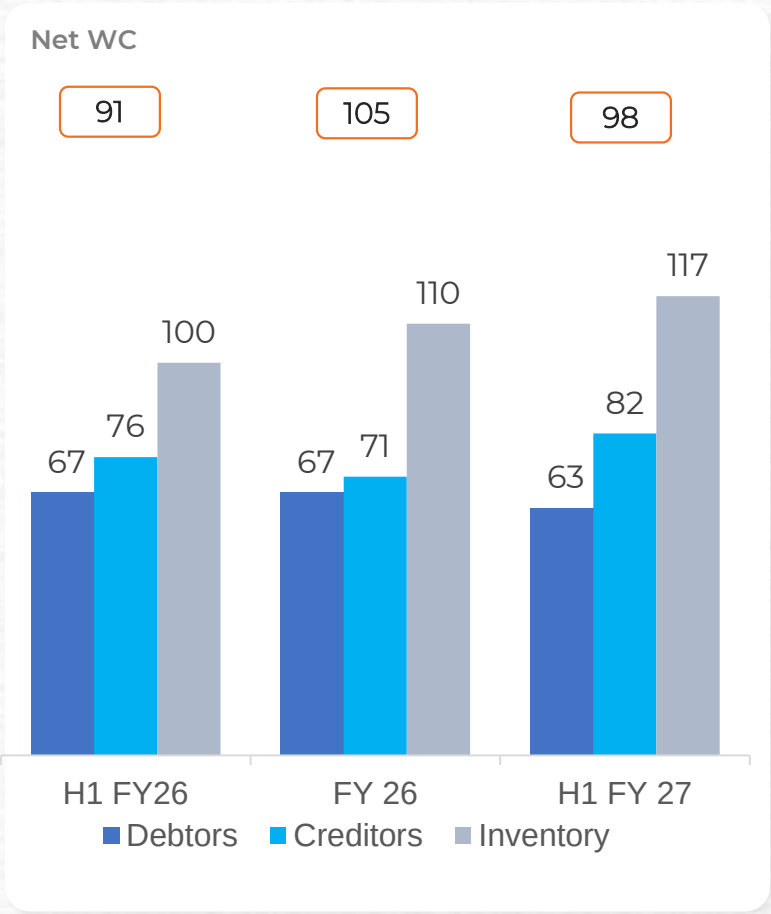


PAT (INR Cr)

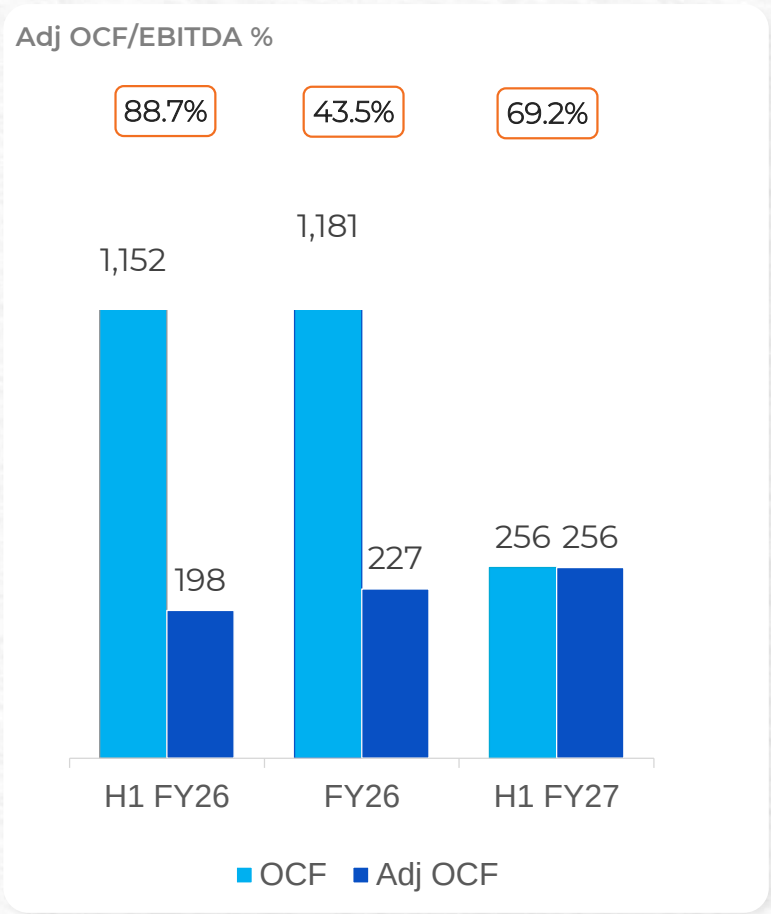


Half-Yearly Performance Highlights

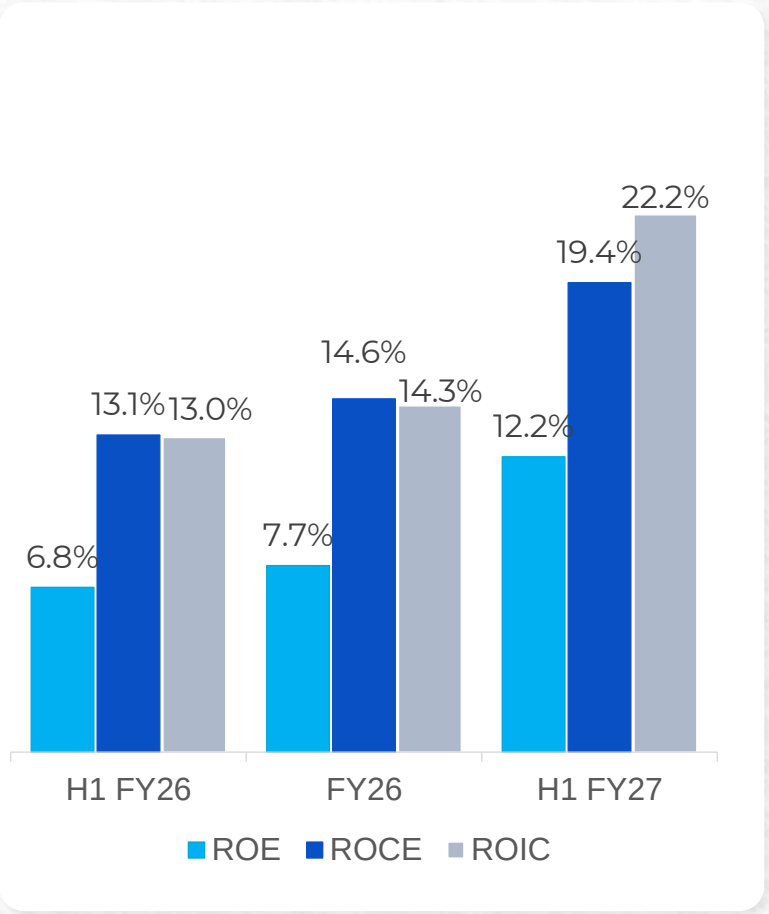
Working Capital Days



Operating Cash Flow (INR Cr)#



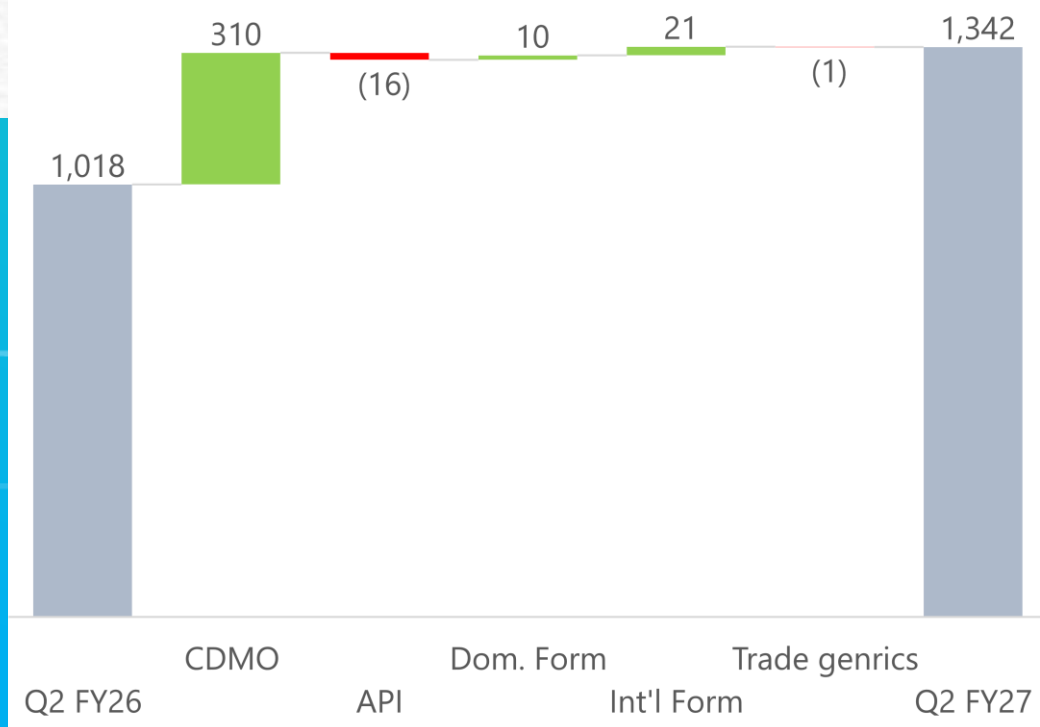
Return Ratios*



*Half yearly figures are annualized; #Adj OCF/EBITDA (including other income) for FY 26 was 34.9%

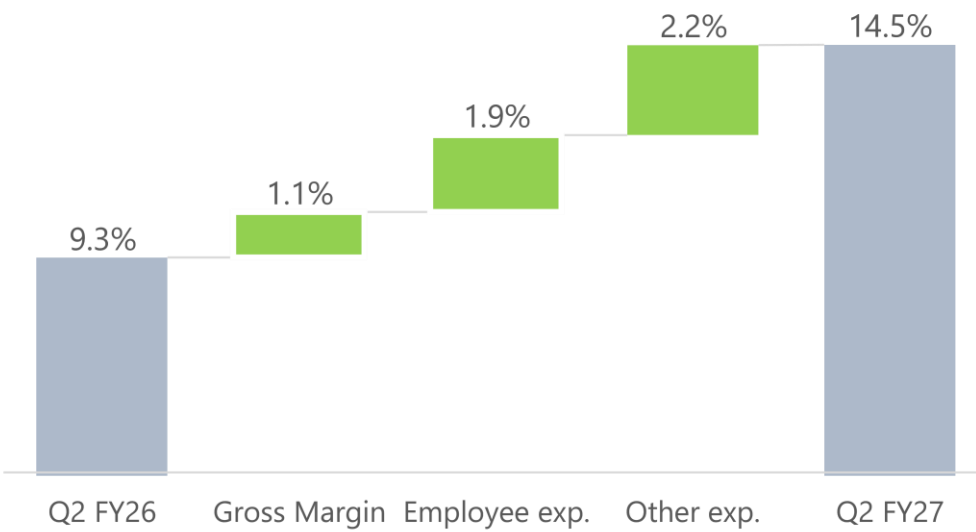
Revenue and Margin Deep-Dive – Quarterly

Revenue (INR Cr.)



- Revenue growth driven by CDMO
- International branded formulation showed healthy growth on weak base
- Reduction in API and Trade generics in line with expectation

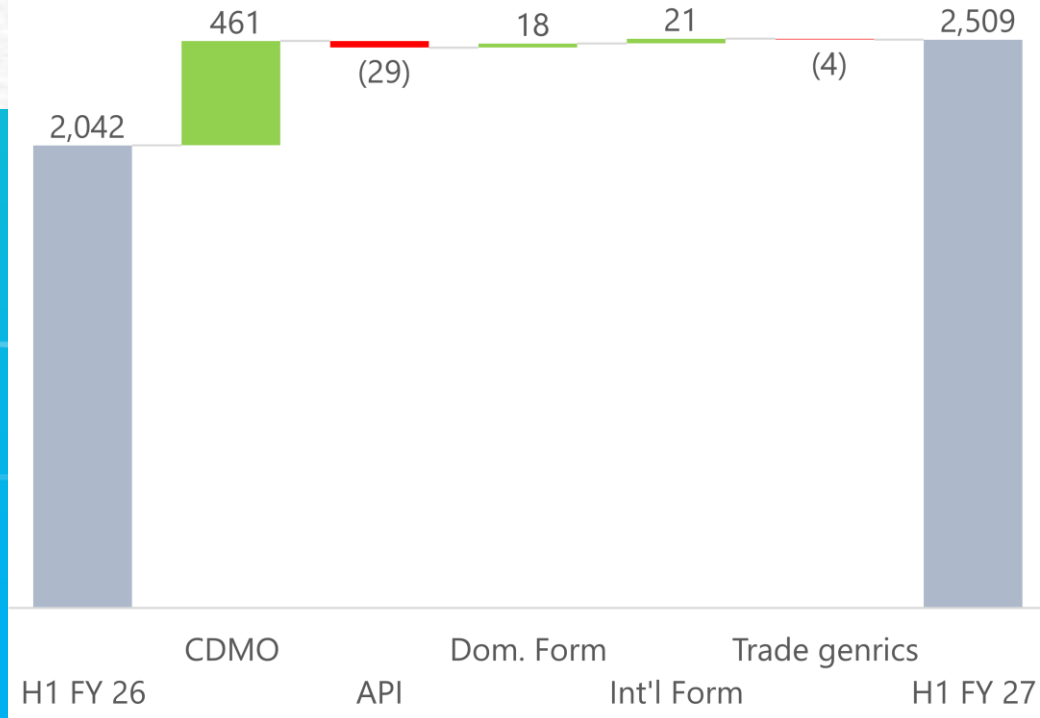
EBITDA %



- Other exp and employee exp benefitted from operating leverage
- GM improvement led by CDMO and API segments

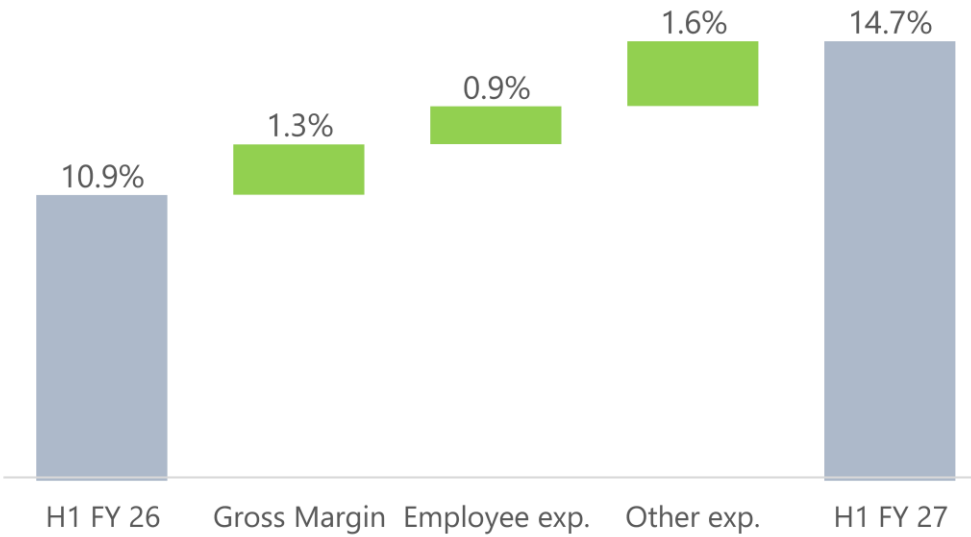
Revenue and Margin Deep-Dive – Half Yearly

Revenue (INR Cr.)



- Revenue growth driven by CDMO
- International branded formulation showed healthy growth on lower base
- Reduction in API and Trade generics in line with expectation

EBITDA %

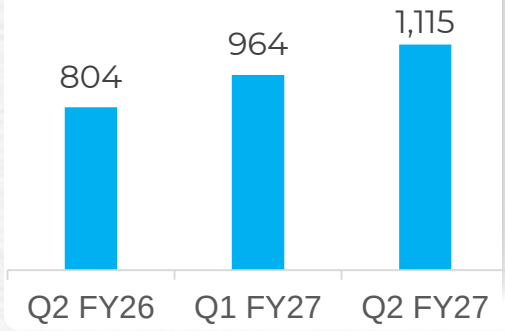


- Other exp and employee exp benefitted from operating leverage
- GM improvement led by CDMO and API segments

Segmental Quarterly Performance

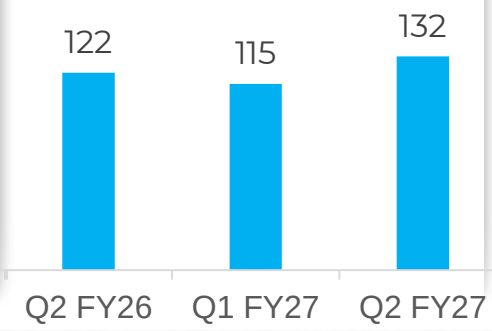
CDMO Revenue

QoQ 15.6% YoY 38.6%



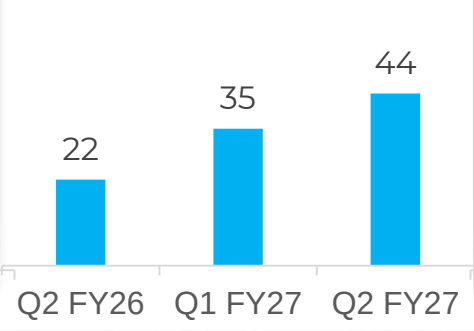
Domestic Branded Formulation Revenue

QoQ 14.4% YoY 8.2%



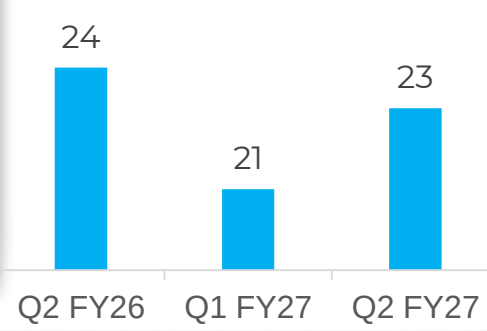
International Branded Formulation Revenue

QoQ 26.7% YoY 95.2%



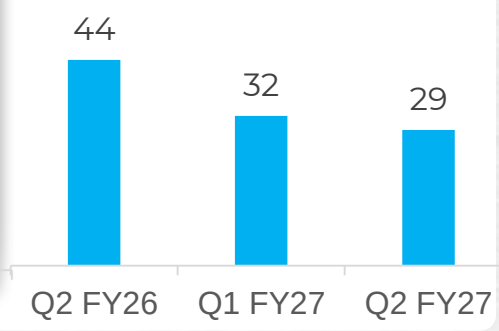
Trade Generics Revenue

QoQ 10.1% YoY -5.4%

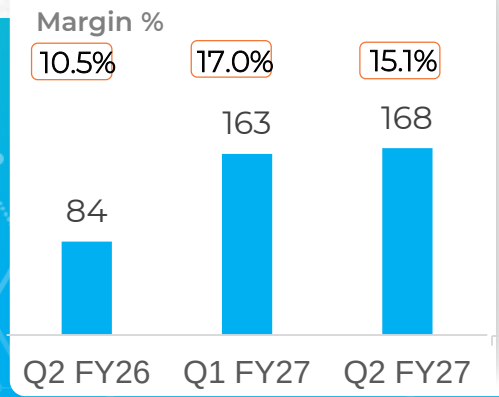


API Revenue

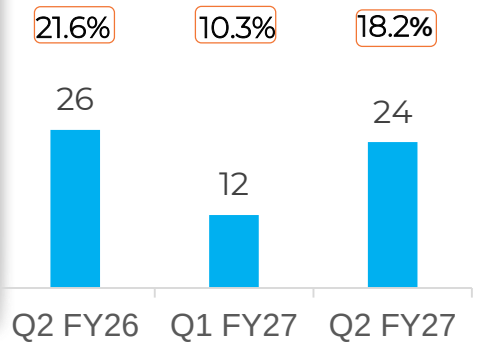
QoQ -9.1% YoY -35.3%



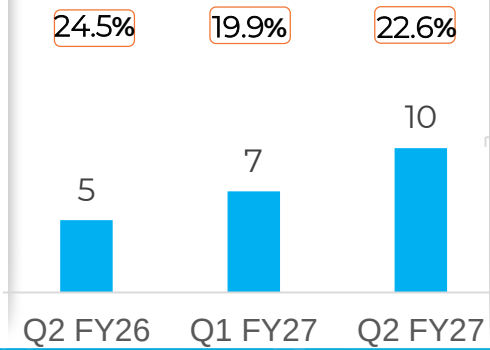
CDMO EBITDA



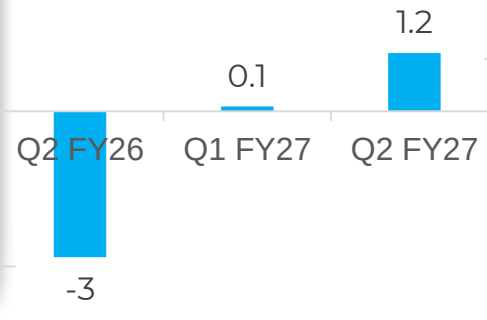
Domestic Branded Formulation EBITDA



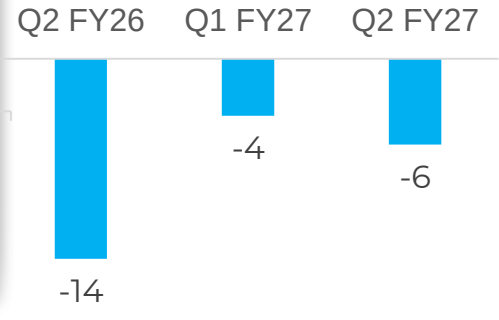
International Branded Formulation EBITDA



Trade Generics EBITDA

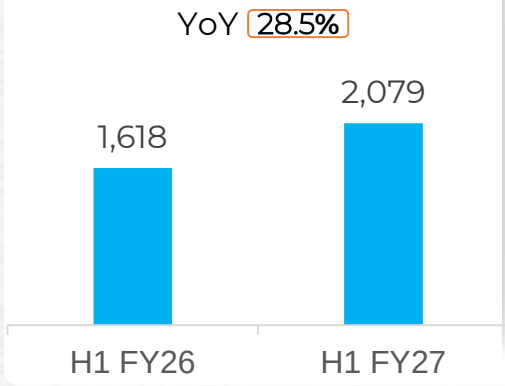


API EBITDA

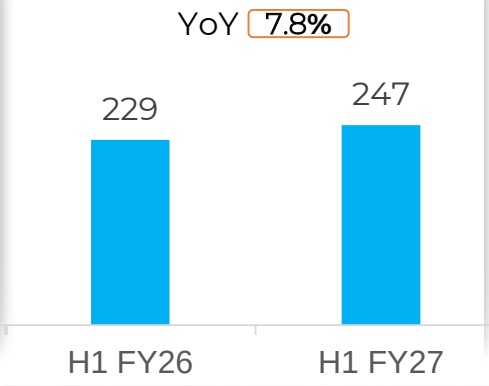


Segmental HY Performance

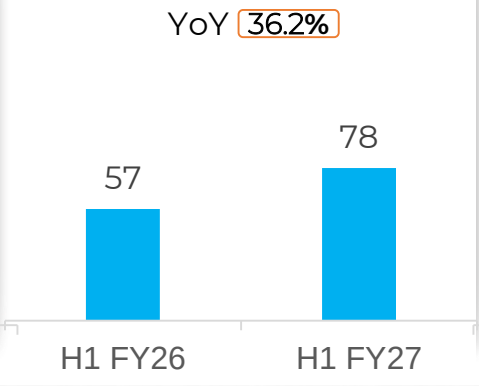
CDMO Revenue



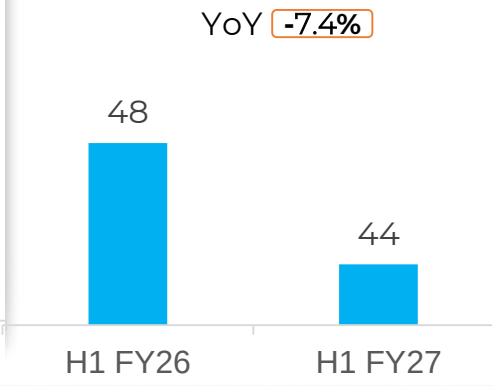
Domestic Branded Formulation Revenue



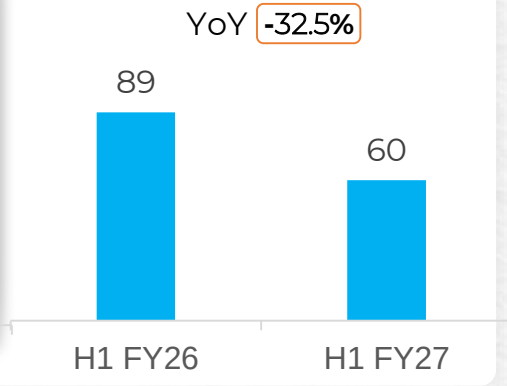
International Branded Formulation Revenue



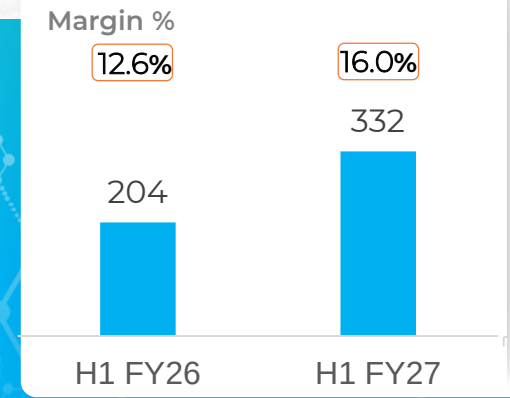
Trade Generics Revenue



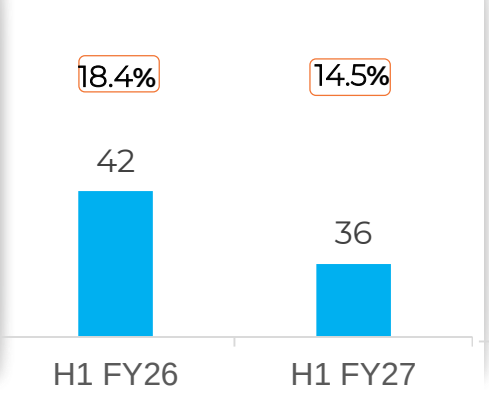
API Revenue



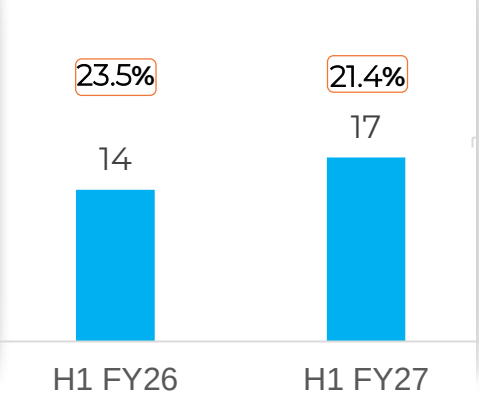
CDMO EBITDA



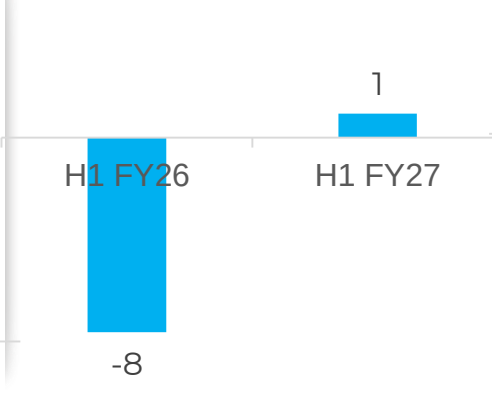
Domestic Branded Formulation EBITDA



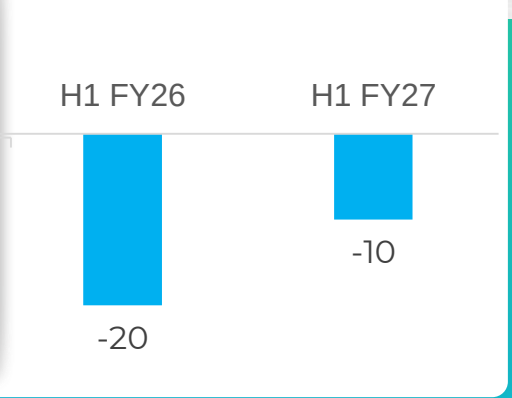
International Branded Formulation EBITDA



Trade Generics EBITDA



API EBITDA





Annexures

Abbreviations and Definitions

Abbreviations

- CDMO: Contract development and manufacturing organization
- API: Active Pharmaceutical Ingredient
- EBITDA: Earnings before interest, depreciation and tax
- EBIT: Earnings before interest and tax
- PBT: Profit before Tax
- PAT: Profit after tax
- NOPAT :Net operating profit after tax
- OCF: Operating cash flow
- EPS: Earnings per share
- Net WC: Net Working capital
- ROE: Return on Equity
- ROCE: Return on capital employed
- ROIC :Return on invested capital
- Adj: Adjusted
- INR: Indian Rupee
- Cr: Crore
- EU: Europe

Definitions

- Net WC: Debtor days + Inventory days – Creditor days
- ROE: PAT/ Total Equity
- ROCE: (EBIT + Other Income)/Capital Employed
- EBIT: EBITDA – depreciation and amortization
- Capital Employed: Total Equity + Borrowings
- ROIC: NOPAT/ Invested Capital
- Tax rate: Total Tax exp / PBT
- NOPAT: EBIT * (1-Tax rate)
- Invested Capital: Capital Employed–Cash and cash equivalents
- Adj OCF: OCF – 954 cr advance received in FY 26

Thank You



For further information, contact:

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