An ISO 9001 & ISO 13485 Certified Company

Date: November 13, 2026

To, **BSE Limited ("BSE"),** Corporate Relationship Department, 2nd Floor, New Trading Ring, P.J. Towers, Dalal Street, Mumbai – 400001	To, **National Stock Exchange of India Limited ("NSE")** "Exchange Plaza", 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai – 400051
BSE Scrip code: 543399	**NSE Symbol: TARSONS**

Subject: Investor Presentation for the quarter and half year ended September 30, 2026

Dear Sir/Madam,

In Pursuant to the provisions of Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation on the financial results for the quarter and half year ended September 30, 2026.

The Presentation will also be uploaded on the Company's website at www.tarsons.com.

We request you to kindly take the same on your records.

Thanking You,

Yours faithfully,
For Tarsons Products Limited

SANTOSH KUMAR AGARWAL
Digitally signed by SANTOSH KUMAR AGARWAL
Date: 2026.11.13 00:11:54 +05'30'

Santosh Kumar Agarwal
CFO, Company Secretary and Compliance Officer
ICSI Membership No. A44836

Encl: As above











TARSONS PRODUCTS LIMITED

Investor Presentation
November 2026

TRUST

DELIVERED

Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Tarsons Products Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

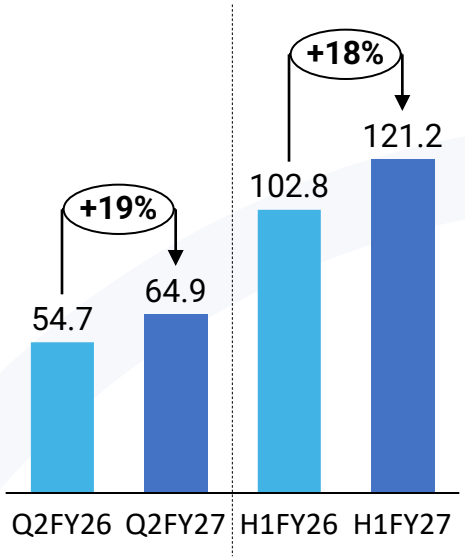
All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



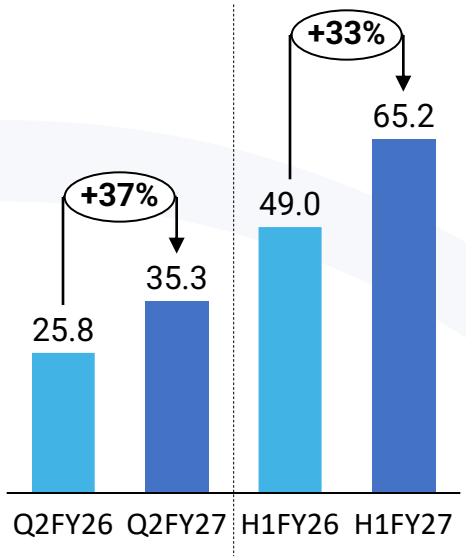
Q2 & H1 FY27 Financial & Operational Highlights

Q2 & H1 FY27 Consolidated Revenue Break-up

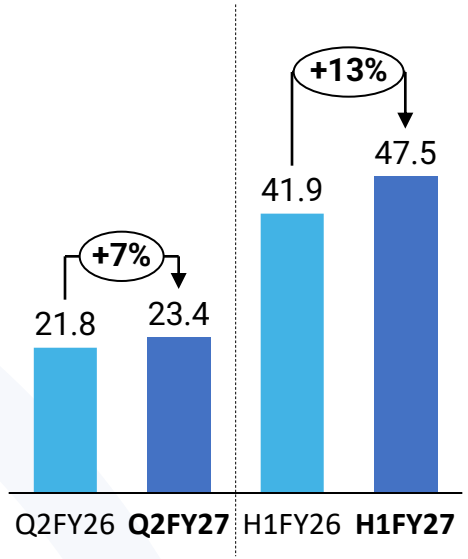
Standalone Domestic Revenue (in ₹ crs)



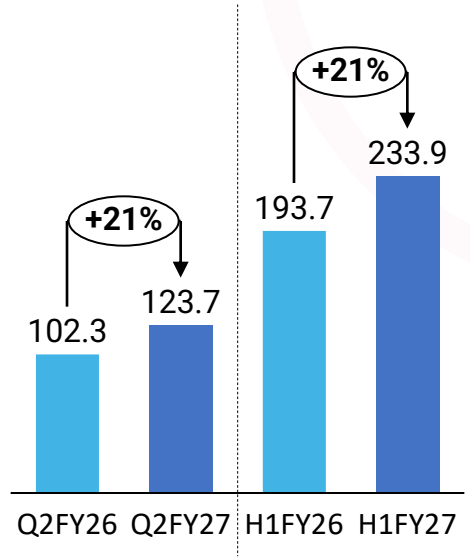
Standalone Export Revenue (in ₹ crs)



Nerbe Revenue (in ₹ crs)



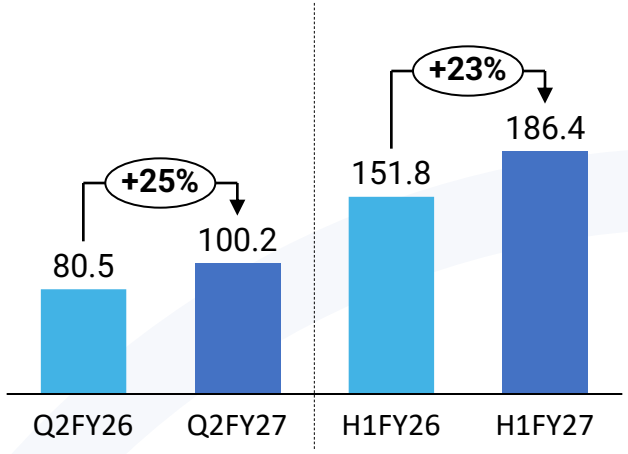
Total Consolidated Revenue (in ₹ crs)



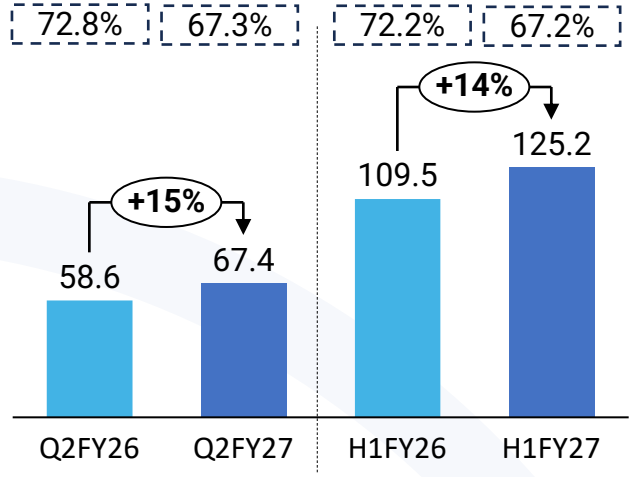
- **Domestic Business:** Delivered **19% and 18% YoY growth** in Q2 and H1 FY27 respectively, supported by revival in demand environment across healthcare and pharmaceuticals industries, Tarsons' strong brand recall and the strength of our wide distribution network.
- **Exports Business:** Showing promising signs of recovery with demand uptick across geographies. Revenue from exports **grew strongly by 37% and 33% Y-o-Y** in Q2 and H1 FY27 respectively.
- **Nerbe Business:** Delivered steady performance during the quarter. Revenue grew by **7% and 13%** in Q2 and H1 FY27 respectively. Remain optimistic about future growth runway.

Q2 & H1 FY27 Standalone Financial Highlights

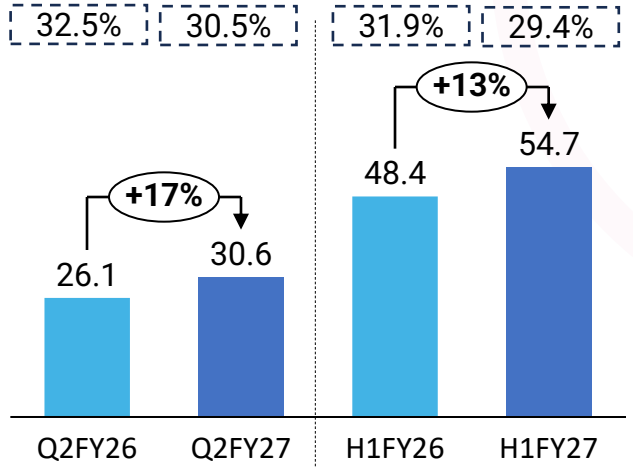
Revenue (in ₹ crs)



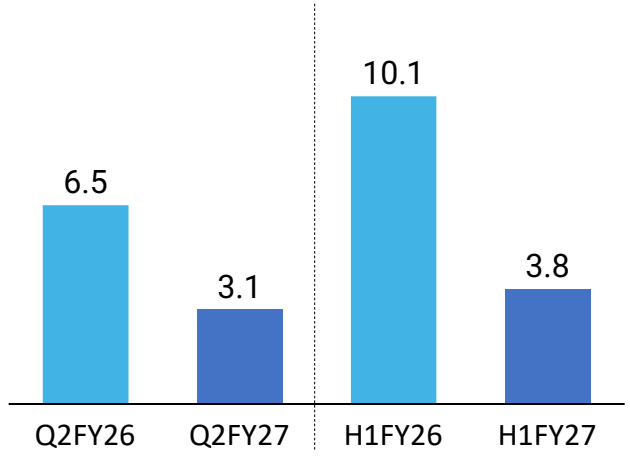
Gross Profit (in ₹ crs)



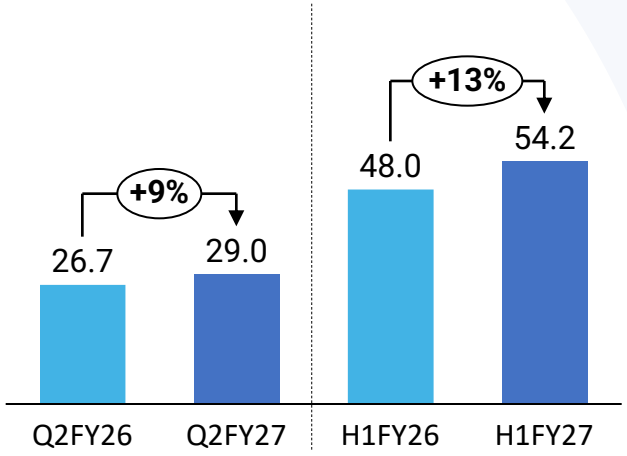
EBITDA (in ₹ crs)



PAT (in ₹ crs)



Cash PAT# (in ₹ crs)



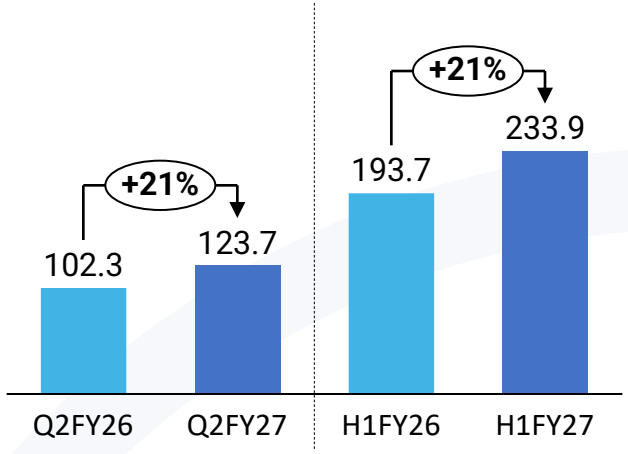
- **Revenue** grew by **25% and 23% YoY** in Q2 and H1 FY27, reflecting improving demand momentum.
- Margins impacted because of **increase in raw material prices** following onset of West Asia crisis.
- Impact on EBITDA cushioned to some extent by operating leverage and efficiencies.
- PAT impacted by **accelerated depreciation and higher finance costs** associated with the new Amta and Panchla facilities, with revenues expected to contribute meaningfully from FY28 onwards.
- Cash PAT for Q2 and H1 FY27 grew by **9% and 13% YoY** respectively.

 # Cash PAT = Adjusted Profit after Tax + Depreciation

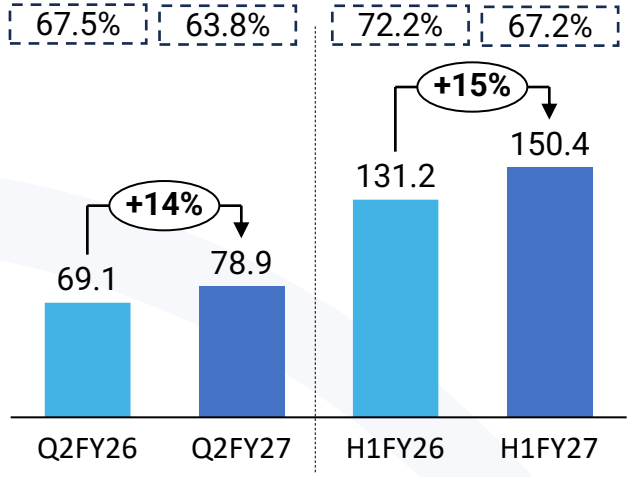
Margin %

Q2 & H1 FY27 Consolidated Financial Highlights

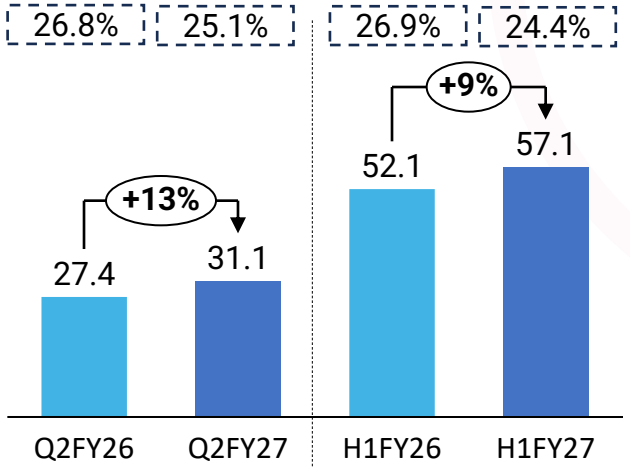
Revenue (in ₹ crs)



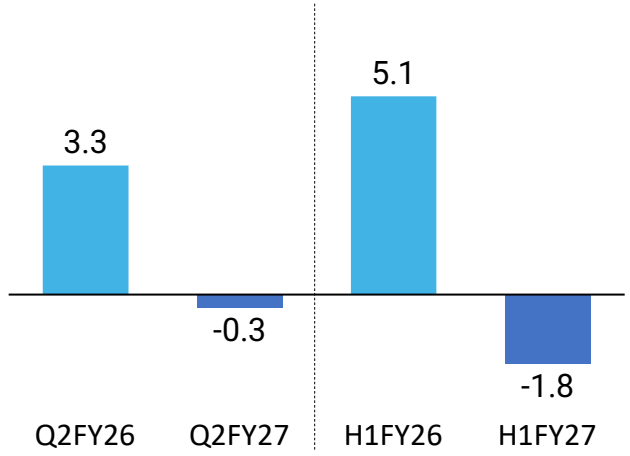
Gross Profit (in ₹ crs)



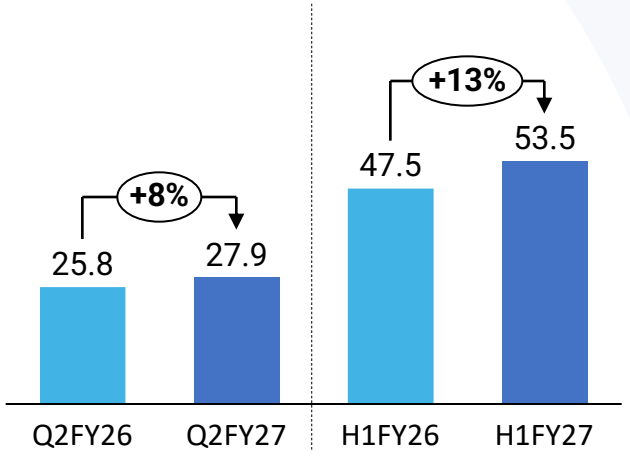
EBITDA (in ₹ crs)



PAT (in ₹ crs)



Cash PAT# (in ₹ crs)



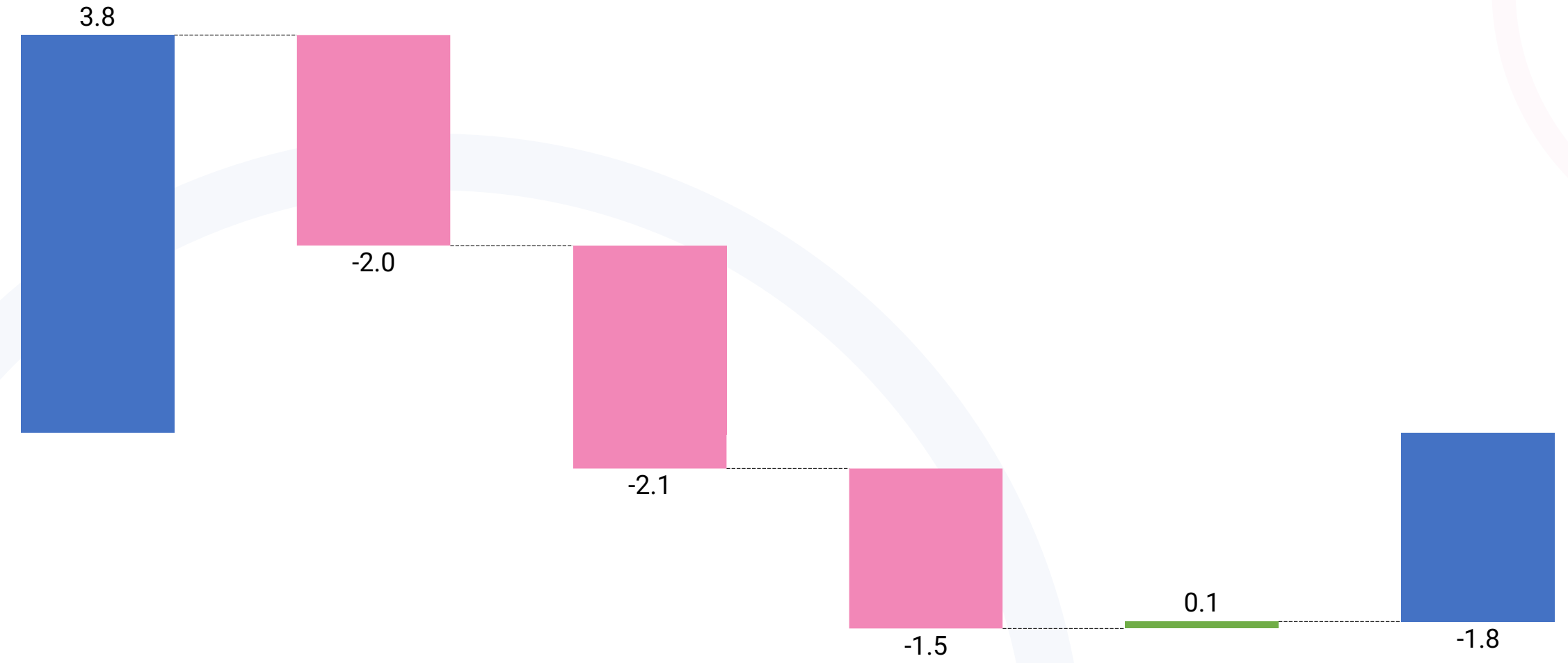
- **Revenue** grew by **21% YoY** in Q2 and H1 FY27, reflecting improving demand momentum.
- Margins impacted because of **increase in raw material prices** following onset of West Asia crisis.
- Impact on EBITDA cushioned to some extent by operating leverage and efficiencies.
- PAT impacted by **accelerated depreciation and higher finance costs** associated with the new Amta and Panchla facilities, with revenues expected to contribute meaningfully from FY28 onwards.
- Cash PAT for Q2 and H1 FY27 grew by **8% and 13% YoY** respectively.

 # Cash PAT = Adjusted Profit after Tax + Depreciation

Margin %

Bridge between Standalone & Consolidated PAT – H1FY27

(In Rs. Crs)



Management Commentary



Aryan Sehgal
Promoter and Whole Time Director

Commenting on the performance, Mr. Aryan Sehgal, Promoter and Whole time Director of Tarsons, said:

We are pleased to report 25% standalone and 21% consolidated YoY revenue growth in Q2 FY27, driven by deeper customer penetration and improving underlying demand. Customer enquiries remain encouraging, giving us confidence in sustained demand momentum over the coming quarters. Importantly, growth during the quarter was largely driven by our existing portfolio, with limited contribution from newer product categories. The ***expansion and augmentation of our product portfolio*** *will only enable us to address evolving customer needs, increasing our addressable market and further reinforcing our competitive positioning and the scalability of our business.*

Margins were impacted by ***higher raw material prices****, driven by supply chain disruptions amid geopolitical challenges,* ***change in product mix*** *and* ***expenses associated with the new Amta and Panchla facilities****, which have partially commenced commercial operations. While these costs are currently impacting profitability, utilization is expected to improve progressively over the next two years, supporting margin recovery.*

While operations across select production lines at the Panchla facility have commenced, the cell culture lines are expected to become operational in H2 FY27. Meanwhile, the Amta facility, equipped with a radiation plant, warehousing infrastructure and expanded manufacturing capacity for existing products, is fully operational. With the ***addition of these new capacities*** *and an expanded product portfolio, we are well positioned to accelerate our growth journey by onboarding new customers, deepening relationships with existing clients, and scaling export business through a comprehensive offering tailored to diverse customer needs. Backed by* ***over four decades*** *of strong customer relationships and brand equity built by* ***TARSONS****, we remain optimistic about our growth trajectory in the years ahead.*

We remain committed to the ***long-term growth prospects of the industry*** *and have been investing in the down cycle to strengthen our capacities and capabilities, positioning the company for* ***sustainable growth over the next three to five years****."*

Q2 & H1 FY27 Standalone Profit & Loss Statement

Particulars (in ₹ cr)	Q2FY27	Q2FY26	Y-o-Y	H1FY27	H1FY26	Y-o-Y
Revenue from Operations	**100.2**	**80.5**	***24.5%***	**186.4**	**151.8**	***22.8%***
Cost of Goods Sold	32.8	21.9		61.1	42.3	
Gross Profit	**67.4**	**58.6**	***15.0%***	**125.2**	**109.5**	***14.4%***
Gross Margin (%)	**67.3%**	**72.8%**	***-560 bps***	**67.2%**	**72.2%**	***-500 bps***
Employee Cost	13.9	11.8		26.7	23.7	
Other Expenses	23.0	20.7		43.8	37.4	
EBITDA	**30.6**	**26.1**	***16.9%***	**54.7**	**48.4**	***13.1%***
EBITDA Margin (%)	**30.5%**	**32.5%**	***-200 bps***	**29.4%**	**31.9%**	***-250 bps***
Depreciation	25.9	20.2		50.5	37.9	
Other Income	5.3	7.3		12.1	11.9	
Finance Cost	5.8	4.4		11.2	8.7	
Profit before Tax	**4.2**	**8.9**	***-52.6%***	**5.1**	**13.7**	***-62.4%***
Tax	1.1	2.3		1.4	3.6	
Profit After Tax	**3.1**	**6.5**	***-52.7%***	**3.8**	**10.1**	***-62.7%***
PAT Margin (%)	**3.1%**	**8.1%**	***-500 bps***	**2.0%**	**6.7%**	***-460 bps***
Cash PAT[#]	**29.0**	**26.7**	***8.6%***	**54.2**	**48.0**	***13.0%***

Despite sharp fall in Gross Margin, the impact on EBITDA Margin was cushioned owing to strict cost optimization and operating leverage. As utilization levels at new facilities improves, we expect further improvement in EBITDA margin in the coming years.

[#] Cash PAT = PAT + Depreciation

Q2 & H1 FY27 Consolidated Profit & Loss Statement

Particulars (in ₹ cr)	Q2FY27	Q2FY26	Y-o-Y	H1FY27	H1FY26	Y-o-Y
Revenue from Operations	**123.7**	**102.3**	***20.8%***	**233.9**	**193.7**	***20.8%***
Cost of Goods Sold	44.8	33.2		83.5	62.5	
Gross Profit	**78.9**	**69.1**	***14.2%***	**150.4**	**131.2**	***14.7%***
Gross Margin (%)	**63.8%**	**67.5%**	***-370 bps***	**64.3%**	**67.7%**	***-340 bps***
Employee Cost	21.6	17.8		42.8	35.7	
Other Expenses	26.2	23.8		50.5	43.3	
EBITDA	**31.1**	**27.4**	***13.3%***	**57.1**	**52.1**	***9.4%***
EBITDA Margin (%)	**25.1%**	**26.8%**	***-170 bps***	**24.4%**	**26.9%**	***-250 bps***
Depreciation	28.3	22.5		55.3	42.4	
Other Income	4.4	5.8		10.4	9.1	
Finance Cost	6.6	5.2		12.9	10.2	
Profit before Tax	**0.7**	**5.6**	***-88.1%***	**-0.7**	**8.6**	***N.M.***
Tax	1.0	2.3		1.1	3.5	
Profit After Tax	**-0.3**	**3.3**	***N.M.***	**-1.8**	**5.1**	***N.M.***
PAT Margin (%)	**-0.3%**	**3.2%**	***N.M.***	**-0.8%**	**2.6%**	***N.M.***
Cash PAT[#]	**27.9**	**25.8**	***8.2%***	**53.5**	**47.5**	***12.6%***

Despite sharp fall in Gross Margin, the impact on EBITDA Margin was cushioned owing to strict cost optimization and operating leverage. As utilization levels at new facilities improves, we expect further improvement in EBITDA margin in the coming years.

[#] Cash PAT = PAT + Depreciation

Consolidated Balance Sheet

Assets (in Rs. Crs)	Sep-26	Mar-26
Non-Current Assets	**905.2**	**920.1**
Property, Plant & Equipment	645.2	656.8
Capital WIP	167.7	158.6
Right of Use Assets	14.4	16.1
Goodwill	32.5	32.5
Other Intangible Assets	24.7	27.2
Financial Assets:		
Other Financial Assets	5.2	9.6
Tax Assets (Net)	4.0	3.1
Other Non Current Assets	11.5	16.1
Current Assets	**274.3**	**265.8**
Inventories	134.0	129.8
Financial Assets:		
Trade receivables	89.5	85.4
Cash and cash equivalents	15.7	23.2
Other Bank balances	10.9	2.1
Other Financial Assets	0.1	0.2
Current Tax Assets (Net)	0.0	2.0
Other Current Assets	24.0	23.2
Total Assets	**1,179.5**	**1,185.8**

Equity & Liabilities (in Rs. Crs)	Sep-26	Mar-26
Total Equity	**633.1**	**634.7**
Share Capital	10.6	10.6
Other Equity	622.5	624.0
Non-Current Liabilities	**294.6**	**286.9**
Financial Liabilities:		
Borrowings	188.9	209.5
Lease Liabilities	4.7	6.5
Other Financial Liabilities	30.4	1.1
Provisions	0.2	0.2
Other Non Current Liabilities	59.3	58.8
Deferred Tax Liabilities	11.0	10.8
Current Liabilities	**251.8**	**264.2**
Financial Liabilities:		
Borrowings	198.5	173.1
Trade Payables	22.3	20.3
Lease Liabilities	3.9	3.8
Other Financial Liabilities	10.2	50.0
Other Current Liabilities	12.5	11.3
Provisions	4.4	5.6
Total Equity & Liabilities	**1,179.5**	**1,185.8**

Abridged Consolidated Cash Flow Statement

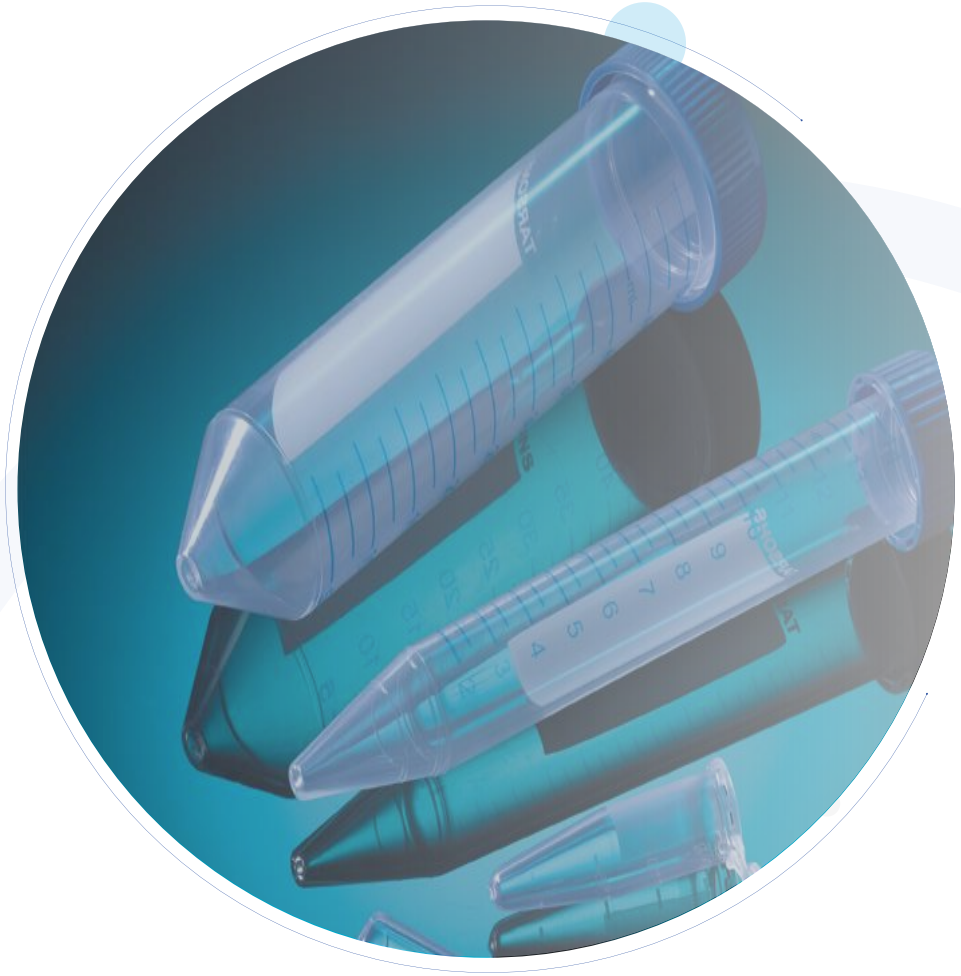
Particulars (in Rs. Crs)	H1FY27	H1FY26
Net Profit Before Tax	**-0.7**	**8.6**
Adjustments for: Non -Cash Items / Other Investment or Financial Items	62.8	46.3
Operating profit before working capital changes	**62.2**	**55.0**
Changes in working capital	-8.3	-6.6
Cash generated from Operations	**53.8**	**48.3**
Direct taxes paid (net of refund)	0.0	-3.9
Net Cash from Operating Activities	**53.8**	**44.5**
Net Cash from Investing Activities	**-50.8**	**-78.3**
Net Cash from Financing Activities	**-9.9**	**32.1**
Net Decrease in Cash and Cash equivalents	**-6.9**	**-1.7**
Add: Cash & Cash equivalents at the beginning of the period	23.2	25.1
Exchange difference on translation of foreign currency	-0.6	2.5
Cash & Cash equivalents at the end of the period	**15.7**	**25.9**



About Tarsons

Tarsons
TRUST DELIVERED

Tarsons – at a Glance



One of the **leading Indian labware company** engaged in the designing, development, manufacturing and marketing of consumables, reusables and others (including benchtop equipment & instruments)

Products used in laboratories across **research organizations, academia institutes, pharmaceutical companies, CROs, diagnostic companies and hospitals**

40+ years of experience in the life sciences industry delivering trusted high-quality products.

Robust market share in the highly fragmented Indian labware market*

Diversified product portfolio with **2,000+ SKUs across 350 product segments**

6 vertically integrated manufacturing facilities in West Bengal

Pan-India distribution network with long-standing relationships with the distributors

One of the few players in India to have a **global reach#** in the labware market with 45+ authorized distributors & partners **supplying products to over 40 countries**

*Approximately 9-12% as per Frost & Sullivan Industry Report 2021
#As per Frost & Sullivan Industry Report 2021

Our Journey

1983 — Incorporation of TPPL with manufacturing of **reusable plastic products**

1984 — Commenced **production of Pipette Tips**, thereby creating a high-quality import substitute

1987 — Expanded product line by initiating manufacturing of Centrifuge Tubes

2002 — Pioneered the first fully robotic clean room plant for manufacturing molecular biology consumables

2009 — Obtained ISO 9001:2015 certificate for manufacturing facility

2012 — Established manufacturing facility expanding into production of fully automatic centrifuge tubes, and cryogenic vials in Dhulagarh

2018 — Obtained ISO 13485:2016 / NSEN certificate for manufacturing facility

2019 — Established line for PCR products in Jalan Industrial Complex at Jangalpur

2021 & 22 — Acquired 5 acres land in Panchla & 6 acres land in Amta for capacity expansion, introduction of new product lines, backward integration & fulfillment center

Got listed on Stock Exchanges

2024 — Product portfolio expansion & adding depth in existing product basket

Acquisition of European Entity Nerbe

2026 — Commissioning of new capacities at Amta and Panchla in phased manner

Leading Indian Labware Supplier

Trusted Brand for high quality products in the plastic labware market with 40+ years vintage in the industry

Expertise in production of a wide range of labware products & **amongst the top 3 players** with a robust market share*

Ability to offer differentiated, user friendly, reliable quality & cost-effective products has **enabled strong brand recognition & customer loyalty**



Individual product brands like **Maxipense, Spinwin, Cryochill** are well- recognized by the scientific community

Pioneered the first fully automated plant for manufacturing molecular biology consumables

In-house engineering team driving innovation & ensuring exceptional liquid handling performance across the liquid handling products

Source*: As per Frost & Sullivan Industry Report 2021

Our Competitive Edge

Geographical Presence

Wide geographic reach through a **strong sales & distribution network**

State of Art Facilities

Well-equipped and **advanced automation** driven manufacturing facilities

Diversified Customers

Long-standing relationships with a diverse set of key end-customers



Brand & Quality

Leading Indian supplier to the life sciences sector with **strong brand recognition** and **high-quality** diversified products across varied customer segments.

Experienced Management Team

Experienced promoter supported by a **highly competent management team** and backed by board of directors comprising of industry veterans

Financial Stability

Financial track record with **efficient capital allocation** & streamlined operations ensuring consistent **high profitability**

Catering to diversified End User Industry…

Academic Institutes & Research Organization	National Centre for Biological Sciences	Indian Institute of Chemical Technology	Rain Forest Research Institute	KIIT University
Pharmaceutical Industry	Dr. Reddy's Laboratories Limited	Enzene Biosciences Limited		
Contract Research Organization	Syngene International Limited	Veeda Clinical Research Limited	TCG Lifesciences Private Limited	
Diagnostics Industry	Dr Lal Pathlabs Limited	Metropolis Healthcare Limited	Molbio Diagnostics Private Limited	Agappe Diagnostics Limited	Mylab Lifesolutions Private Limited
Exports Market	Avantor, Inc	FC-BIOS SDN BHD	iCell INC	Toei Kaisha Limited

Measures to strengthen customer relations

1. Regular **Feedback from Customers** on quality, delivery & cost
2. Maintaining leading industry & **Regulatory Compliance Standards**
3. **Product Customization** as per the customer's specific needs
4. Adherence to **Quality standards & Safety Protocols** in place
5. **Wide Range of Products**
6. **40+ member Sales Team** with deeply entrenched relationships

Our State-of-the-art Manufacturing Facilities…







Units	Land Area (in sq. mts.)	Ownership	Mfg. Revenue Contribution (FY26)
Burroshibtolla I	530	Leased	4.5%
Burroshibtolla II	1,022	Leased	5.5%
Kasba	515	Leased	2.8%
Jangalpur	15,142	Owned	47.9%
Dhulagarh	4,047	Leased	22.9%
Panchla	21,550	Owned	15.4%
Amta	24,280	Owned	1.0%

Key Highlights of the High Precision Manufacturing Process

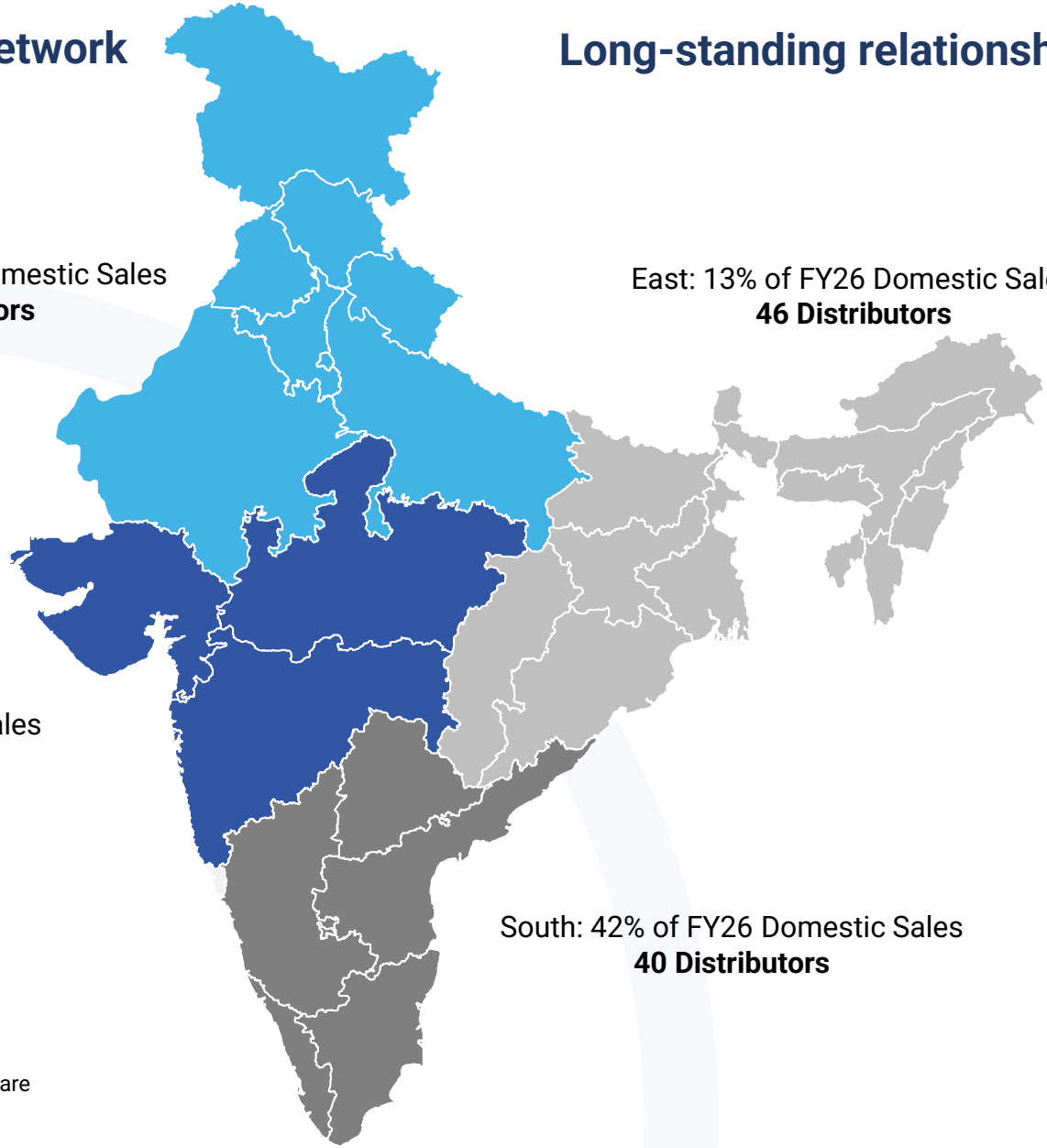
- ✓ Vertically integrated manufacturing capabilities with **design & development** being carried out **in-house**
- ✓ Automated manufacturing with **use of robotics** & other technologies developed in collaboration with overseas partners
- ✓ **Production process free from human touch** & thus helps to achieve the **desired levels of purity** required for use in life sciences products
- ✓ Manufactured in **clean aseptic environment**; manufacturing process is carried out in fully-validated & 3rd-party certified ISO 8 clean rooms
- ✓ Quality Certifications: **ISO 9001, 13485 & 14001**
- ✓ In Amta, West Bengal, the Company has developed a **new fulfillment center with in-house sterilization as well as manufacturing capability. Revenue from the new capacity has commenced from Q4FY26.**
- ✓ Company is expanding into **new product categories and capacity expansion at its new production facility in Panchla, West Bengal. Revenue from new categories of cell culture is expected to begin from H2 FY27.**

Comprehensive Pan-India Distribution Network

Long-standing relationships with Distributors

North: 16% of FY26 Domestic Sales
43 Distributors

East: 13% of FY26 Domestic Sales
46 Distributors



West: 29% of FY26 Domestic Sales
23 Distributors

South: 42% of FY26 Domestic Sales
40 Distributors

Data as on FY26

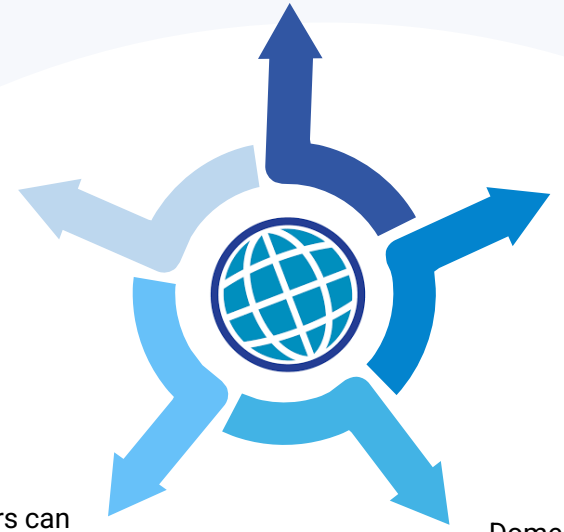
All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

…with huge underlying Export Market Potential…

Huge Export Opportunity Market

Demand for plasticware expected to **grow at 10% CAGR** for developing markets like APAC & MEA, developed markets like Americas & Europe also expected to grow healthy

Factors such as **supplier reliability,** cultivating new relationships, deepening existing relationships and **meeting demands in timely manner** will enhance the export market share



Rapid increase in demand for plasticware is **providing platform for Indian players** to expand share of export revenues while continuing import substitution at home

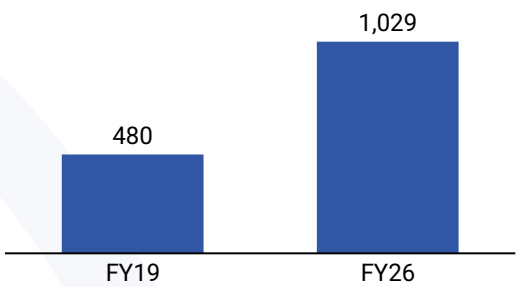
Established Indian players can **further expand export market share** on back of high-quality & reliable products with enhanced R&D and independent design & customization capabilities

Domestic companies in India can take advantage of their **competitive pricing** in order to capture larger share of global market

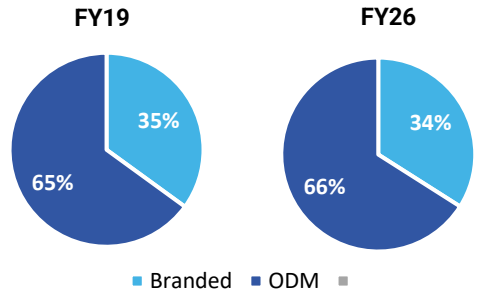
One of the very few players to have a Global Reach

- ✓ As of 31st March 2026, the company sold its products to 40+ countries via 45+ distributors
- ✓ Export operations are a blend of branded and ODM sales
- ✓ Under the ODM model, the product is independently designed & developed by the company as per the requirements given & then sold to the respective brand owners

Export Revenue (Rs. mn)



Export Revenue Break-up (%)



Key Overseas Clients (ODM Sales)

avantor™

icell

FC-BIOS

Toei Kaisha

…offering Wide Range of High-Quality Products…

*Our products are **made from high-quality medical grade DMF registered resins** which are selected **to minimize additives & reduce potential leachable***

Consumables

58.9% of FY26 Revenue

- Portfolio of products under this category include:
  - Centrifuge ware
  - Cryogenic ware (tubes & accessories)
  - PCR consumables (tubes, plates, and strips)
  - Petri dish
  - Pipettes



Reusables

38.1% of FY26 Revenue

- Portfolio of products under this category include:
  - Bottles & Carboys
  - Beakers
  - Measuring cylinders
  - Racks
  - Others (jars, desiccators etc.)
  - High quality standards maintained to ensure the products are leakage proof through specially designed lip-sealing geometry



Others

3.0% of FY26 Revenue

- Products under this category includes benchtop instrumentation such as:
  - Vortex shakers
  - Centrifuges
  - Pipettors
- These products enable molecular works of cell collection, extraction, simple spin-down and f-tube separation

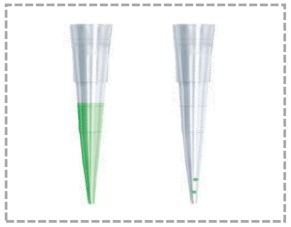


Offering a **Wide Range of Products** enabling its end-customers to source most of their product needs from a **Single Source**

…diversified product portfolio of Plastic Labware

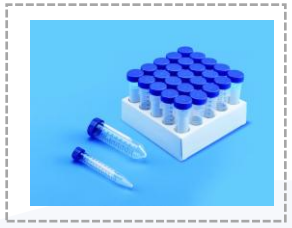
Consumables (59% of FY26 Sales)

Pipette Tips



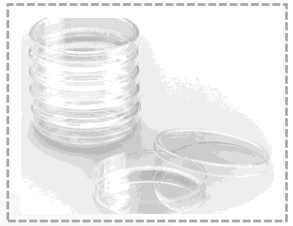
Mostly used in research work for transferring small volume of liquids with high precision

Centrifuge Tubes



Perfect for versatile applications, these are used for storage, spinning down & separation of colloidal solution

Petri Dishes



- Mostly used in culture of microbes & sensitivity assays
- Used once & discarded which optimizes time consumed in washing and sterilizing

Sterile Media Bottles



Suited to preparation & containment of buffers, cultures or prolonged storage of pH sensitive liquids such as culture media

Cryo Vials



Used for storage of biological materials at temperatures as low as -196°C (vapour phase of liquid nitrogen) to 121°C

Storage Vials



Designed for use with samples from -80°C to 121°C. Used for storage of PCR reagents, enzymes & other diagnostics, biochemical reagents or samples

Serological Pipette



Disposable pipettes for tissue culture, microbiological and various research applications.
Certified DNase, RNase, and Pyrogen free

Reusables & Others (38% of FY26 Sales)

Bottles



- Used for containment, protection and transportation of various kinds of reagents
- Leakproof, strong and durable

Carboys



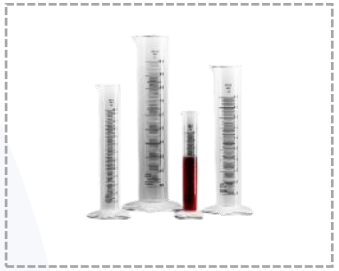
Used for media formulation and mixing, aseptic protocols, stirring and storage of intermediates

Beakers



- Used for mixing; graduations are approximate and not intended for accurate liquid measurement
- Economical enough to discard after one use, or strong enough to reuse

Cylinders



Used to measure the volume of a liquids, chemicals, and solutions during daily lab work

Benchtop Instruments



- Wide variety products which include benchtop instrumentation like vortex shakers, centrifuges, pipettors
- Enable molecular works of cell collection, extraction, simple spin-down and f-tube separation

…foraying into cell culture segment

Cell Culture Flask



Used to grow and maintain cells in a controlled environment for research and industrial purpose. Help in studying diseases, testing drugs, producing vaccines and proteins.

Cell Culture Plates



Used to grow and maintain cells in a controlled environment for research and industrial purpose. Help in studying diseases, testing drugs, producing vaccines and proteins.

Cell Culture Dishes



Growing, Expanding and Propagating Cell Lines.

Roller Bottles



Support efficient and scalable cell culture applications. The smooth wall design ensures uniform cell attachment, while the ribbed wall (expanded-surface) option increases growth area, resulting in higher cell yield.

Participation at Domestic Exhibition

Analytica India (Hyderabad, Sep ’26)









Participation at International Exhibitions

Analytica Germany 2026









WHX Dubai 2026









Key Business Strategies

Key Business Strategies

Enhance existing & expand product portfolio

- Focus on **branding & promotion** to enhance visibility in the labware industry to increase brand awareness & loyalty
- **Manufacture New Products** in the cell culture & robotic handled consumables and expand into the import dominated markets of these products
- Leverage the advantage of **"Make in India"** and grow our domestic sales vis-à-vis exports

Enhance manufacturing capacities to leverage growth

- **Expand manufacturing capacities** in popular product categories like liquid handling, centrifuge ware, & cryo ware through additional machines, moulds and ancillary infrastructure
- New manufacturing facility in Panchla, West Bengal to **expand & enter into the new product segment** comprising of cell culture
- New **fulfilment center, radiation facility and additional capacity for few existing products at Amta, West Bengal**

Increasing presence in overseas markets

- Plans to **export to ~120 countries in the next 5-10 years** through the extensive experience and proven track record of catering to overseas customers
- Acquired Nerbe, a Hamburg-based distributor specializing in plastic labware products
- Two-pronged approach:
  - **Branded sales** targeting emerging markets such as Asia Pacific, Middle East and South America
  - **ODM sales** to supply products to developed markets such as USA and Europe

Maintain operational efficiency & profitability

- Implemented strategic cost-saving and efficiency improvement processes such as **advanced automation solutions** to improve productivity
- Continue to **invest in automation** in order to avoid human error & consequently **improve throughput**

Experienced Board of Director & Managerial Team



Sanjive Sehgal
Chairman & Managing Director

- Promoter, Chairman & Managing Director of Tarsons Products Limited
- Has over 40 years of experience in the company



Suresh Prabhala
Non-Executive Director

- Co-founder & Managing Partner at ADV Partners.
- Investment professional with 25+ years of experience. Erstwhile ED and India Head for J.P. Morgan's Asia Special Situations Groups



Ramanathan Subramanian Arun Kumar
Non-Executive Nominee Director

- Partner & COO at ADV Partners with 25+ years of extensive experience in the financial services sector
- Served as Chief Operating Officer – MENA at PineBridge Investments (Bahrain), and Chief Financial Officer at the Sovereign Wealth Fund in Bahrain



Aryan Sehgal
Whole Time Director

- Promoter & Whole-time Director of Tarsons Products Limited
- Has over 10 years of experience working in the company



Vinesh Mohan Kriplani
Independent Director

- 29+ years of experience in the tax and regulatory domain, with core expertise in Indian corporate and international taxation, M&A, corporate restructuring, transfer pricing and foreign exchange management.



Dr. Monjori Mitra
Independent Director

- MBBS degree from Burdwan University,
- Pioneering researcher in the field of vaccines and plays a key role in several national and international advisory boards and working groups on immunization practice guidelines



Santosh Agarwal
CFO & Company Secretary

- Qualified Chartered Accountant & Company Secretary
- Has over 21 years of experience



Divya Momaya
Independent Director

- 22+ years of experience in corporate and secretarial laws, corporate governance, business development
- Previously associated with BSE Ltd. And BSEL Infrastructure Realty Ltd.



Viresh Oberai
Independent Director

- 22+ years experience with Tata Steel
- Conferred with "Udyog Rattan" award from Indian Economics Society

Contribution towards Environmental, Social & Governance

Clean room conditions eliminates all chances of contamination

Productivity optimisation with use of **high automation**

Use of **Medical Grade Plastics**. Products are designed to withstand critical use

NO litigations faced for pollution or degradation of environment over the past five years

NO impact of Climate change

Employee Welfare: Multi-pronged approach towards employee development.

ESG

Some of the CSR activities has been directed towards **TATA Cancer Hospital**

The Board has an optimum combination of Executive and Non-Executive directors

Company has **Clean Track Record** of Liability payments to various stakeholders

Regular **Review & Updation** of policies for change requirements.

Whistleblower policy implemented

Key Takeaways

- Leading Indian manufacturer of labware with an established brand & focus on high-quality products
- Presence in an industry with double-digit growth potential and multiple growth drivers
- Long-standing relationships with distributors catering to a diverse set of end-customers pan-India
- Financial profile with historically healthy EBITDA margin
- Highly automated state-of-the-art manufacturing facilities churning out quality products
- Well-placed to grow domestic & export business through launch of new products & capacity expansion

Thank You

Tarsons Products Limited

CIN: L51109WB1983PLC036510
Mr. Santosh Agarwal – Chief Financial Officer
santosh@tarsons.in

Strategic Growth Advisors Private Limited

CIN: U74140MH2010PTC204285
Mr. Sagar Shroff / Mr. Tanay Shah
sagar.shroff@sgapl.net / tanay.shah@sgapl.net
+91 98205 19303 / +91 98333 91899