



**SUPRIYA
LIFESCIENCE LTD.**



SUPRIYA LIFESCIENCE LTD.

Investor Presentation | Q2 FY26

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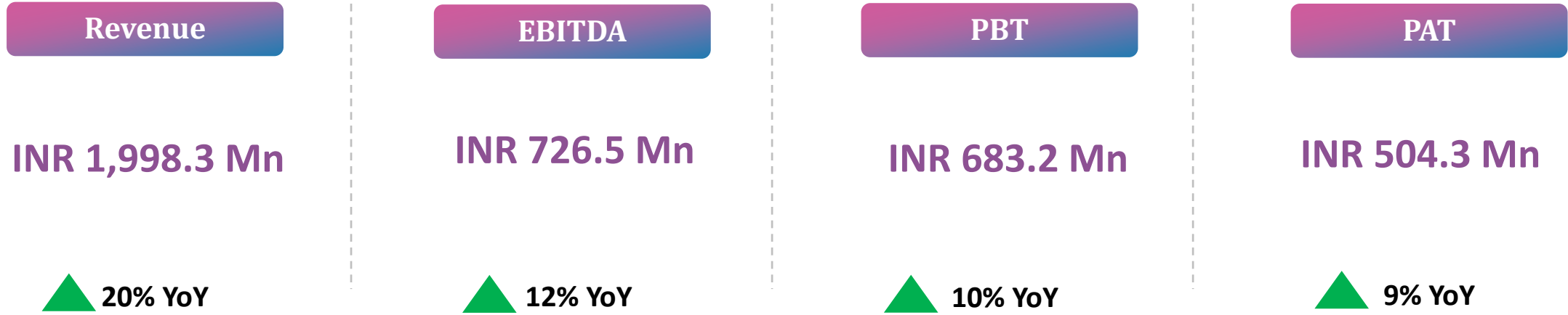


Q2 FY26 Highlights



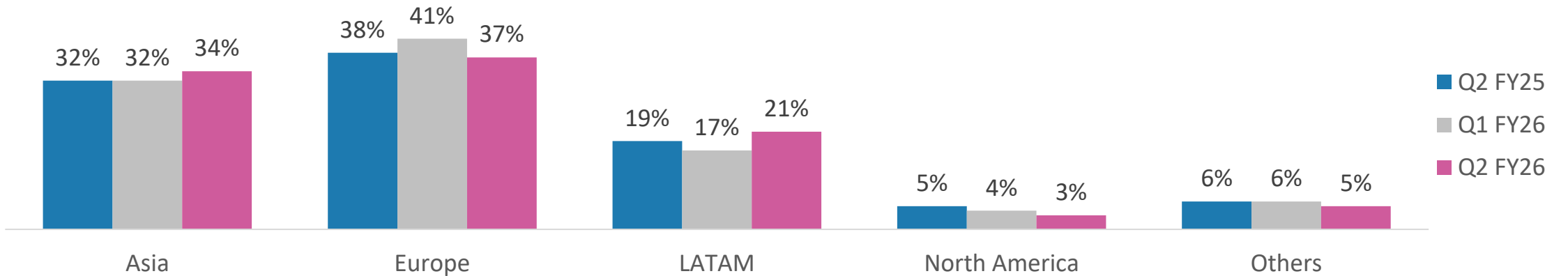
**SUPRIYA
LIFESCIENCE LTD.**

Quarterly



Regional Performance

Business Mix Revenue Contribution - By Region

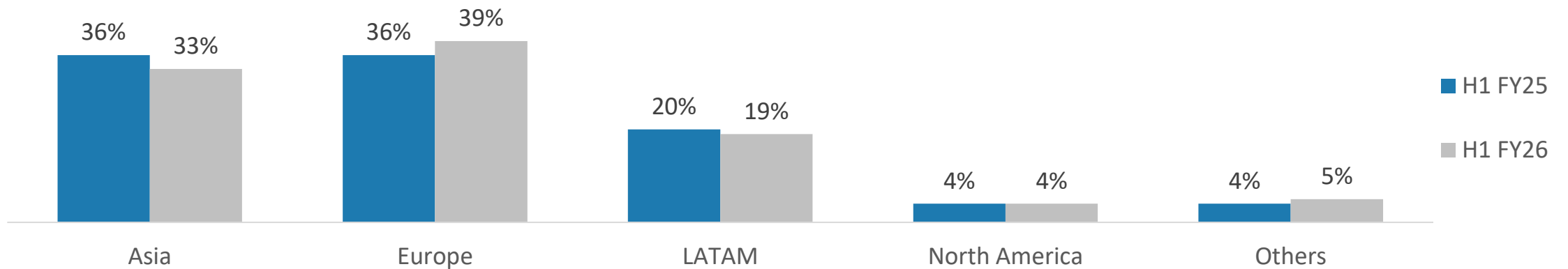


Quarterly



Regional Performance

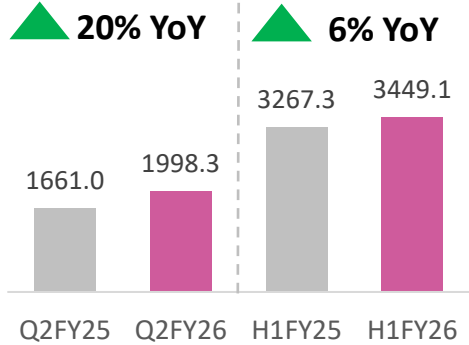
Business Mix Revenue Contribution – By Region



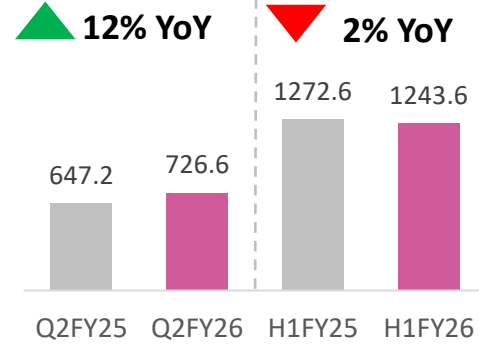
Q2 & H1 FY26 - Y-o-Y Highlights

(in INR Mn)

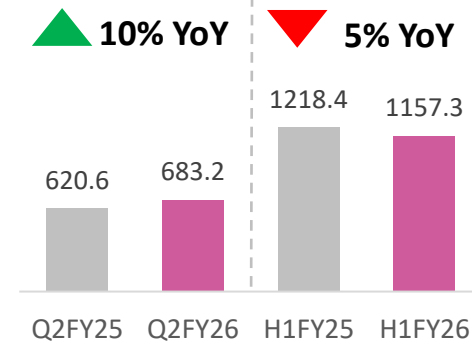
Revenue



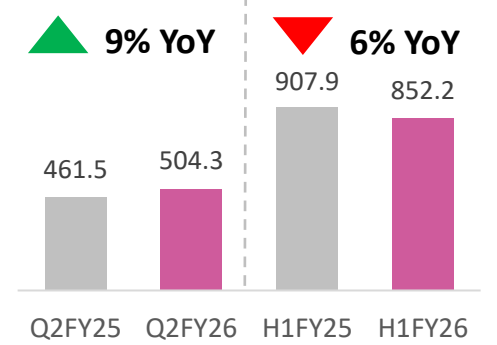
EBITDA



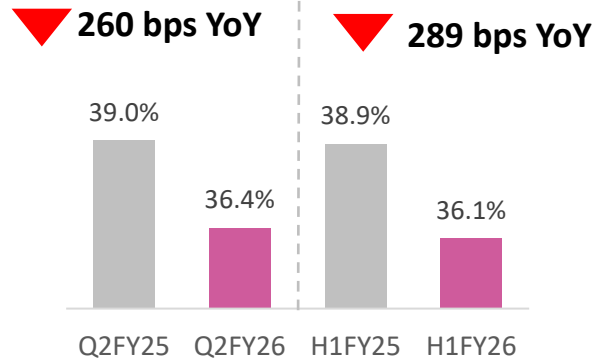
PBT



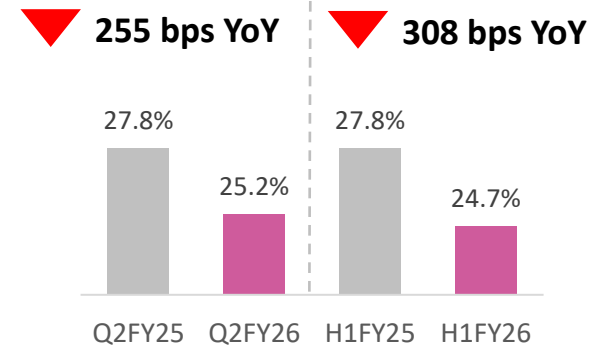
PAT



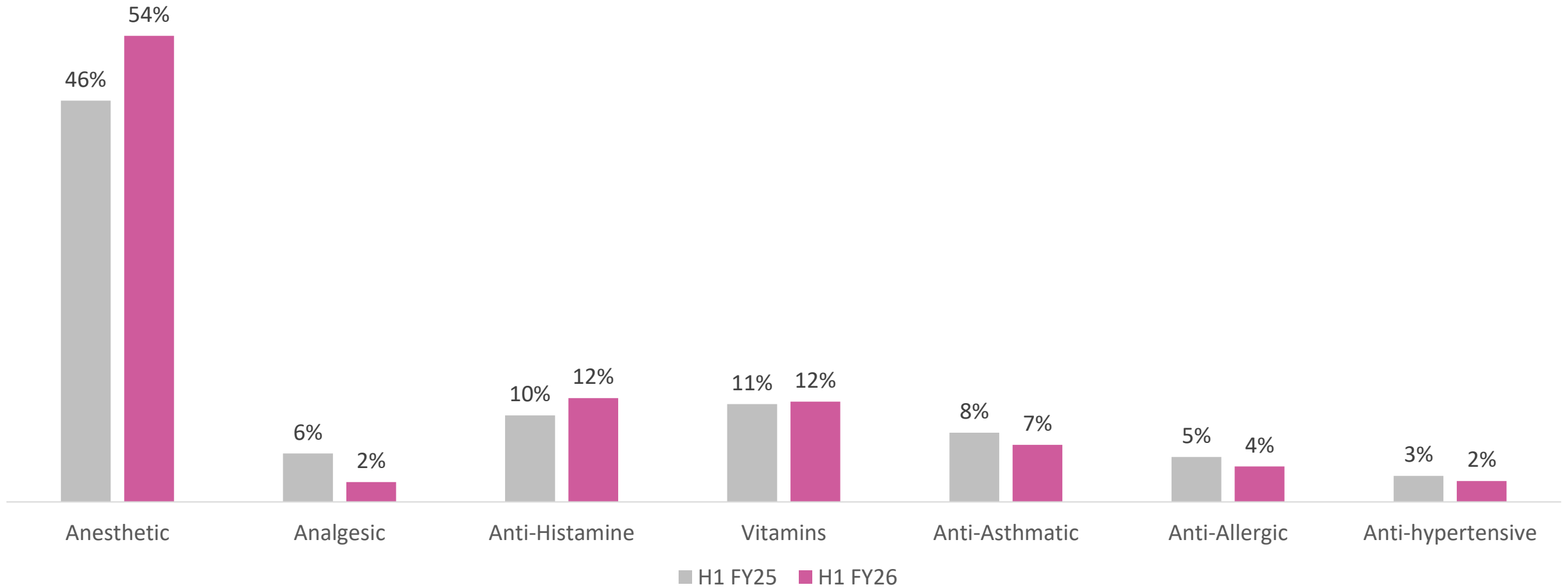
EBITDA Margins



PAT Margins



Performance of the Top Therapeutic Areas



Profit & Loss Statement

Particulars (in INR Mn)	Q2 FY26	Q2 FY25	Y-o-Y	Q1 FY26	Q-o-Q	H1 FY26	H1 FY25	Y-o-Y
Revenue from Operations	1,998.3	1,661.0	20.3%	1,450.7	37.7%	3,449.1	3,267.3	5.6%
Cost of Goods Sold	557.3	459.8	21.2%	317.7	75.4%	875.0	945.7	-7.5%
Employee Benefits Expense	244.8	196.9	24.4%	226.9	7.9%	471.7	397.7	18.6%
Other Expenses	469.7	357.3	31.5%	389.1	20.7%	858.9	651.3	31.9%
EBITDA	726.5	647.2	12.3%	517.0	40.5%	1,243.5	1,272.6	-2.3%
EBITDA %	36.4%	39.0%	-261 bps	35.6%	+72 bps	36.1%	38.9%	-290 bps
Other Income	27.2	25.2	8.2%	26.7	1.9%	54.0	47.4	13.9%
Depreciation and Amortisation Expense	66.4	47.4	40.0%	64.5	2.9%	130.9	94.0	39.3%
EBIT	687.3	624.9	10.0%	479.2	43.4%	1,166.6	1,226.0	-4.8%
Finance Costs	4.1	4.3	-2.8%	5.1	-19.0%	9.3	7.6	21.6%
PBT	683.2	620.6	10.1%	474.1	44.1%	1,157.3	1,218.4	-5.0%
Total Tax Expense	178.9	159.2	12.4%	126.2	41.7%	305.1	310.5	-1.7%
Profit for the year	504.3	461.5	9.3%	347.9	44.9%	852.2	907.9	-6.1%
PAT %	25.2%	27.8%	-255 bps	24.0%	+125 bps	24.7%	27.8%	-308 bps
EPS (INR)	6.3	5.7		4.3		10.6	11.3	

Balance Sheet

Assets	Mar 25	Sep 25
Non-current assets		
(i) Property, plant and equipment	4,468	4,519
(ii) Right to Use Asset	46	44
(iii) Capital Work in progress	1,480	1,725
(iv) Intangible Assets	14	12
(v) Financial Assets		
-Investments	632	565
-Loans and Advances	-	-
(vi) Other Non- Current Assets	112	113
Total Non-current assets	6,753	6,979
Current assets		
(i) Inventories	1,183	1,428
(ii) Financial Assets		
-Trade receivables	1,344	1,551
-Cash and cash equivalents	761	993
-Bank balances other than above	31	40
-Other financial Assets	7	30
-Loans and Advances	9	8
(iii) Other current assets	1,035	1,001
Total Current Assets	4,370	5,051
TOTAL ASSETS	11,123	12,030

Equity and Liabilities	Mar 25	Sep 25
Equity		
(i) Equity share capital	161	161
(ii) Other equity	9,807	10,657
Total Equity	9,968	10,818
Non-current liabilities		
(i) Financial Liabilities		
-Borrowings	-	-
-Lease Liabilities	51	49
-Other financial liabilities	-	-
(ii) Provisions	13	15
(iii) Deferred tax Liabilities	270	318
Total Non-Current Liabilities	334	383
Current liabilities		
(i) Financial liabilities		
-Borrowings	-	-
-Lease Liabilities	3	3
-Trade payables	745	764
-Other financial liabilities	18	6
(iii) Provisions	12	11
(ii) Other current liabilities	43	45
Total Current Liabilities	822	829
TOTAL EQUITY AND LIABILITIES	11,123	12,030



Company Overview



**SUPRIYA
LIFESCIENCE LTD.**

Global leader in Anti-histamines, Anti-Allergic, Vitamins, Anti-Asthmatics & Anesthetics

40+ APIs

Niche product basket

120+ Countries

Diversified operations with presence

35,000 Sq.mts

Manufacturing facility spread across

932 KLPD

Reactor capacity

WHO-GMP, Written Confirmation, ISO, Halal, Indonesian Halal. Fami QS

40+

Years of excellence in manufacturing

81%

Q2FY26 Revenue from exports

1,500+

customers



3 Times approved



2 times approved



Journey So Far

2020

**Third time
USFDA approval**

CEP granted for Pentoxifylline, Esketamine Hydrochloride and Salbutamol Sulphate; NMPA approval granted; Health Canada approval

**Listed on Stock Exchange
BSE & NSE**

2021

2022

CEP (Certificate of suitability) renewed for Pheniramine Maleate, Chlorpheniramine Maleate and Ketamine Hydrochloride

2023

The Company commenced operations at its **new R&D lab in Lote Parshuram**

2024

**ANVISA Approval
Granted**

2018

CEP granted for Brompheniramine Maleate, Mepyramine Maleate & Ketamine Hydrochloride

2017

CEP granted for Pheniramine Maleate; **Second time USFDA approval granted**

2015

**EUGMP and EDQM
approval granted**

2014

**USFDA approval
granted; IDL granted for
Brompheniramine
Maleate**

2013

**COFEPRIS and
KFDA
approval granted**



2008

Incorporation & conversion from a partnership firm to a public limited company

2009

Started production of Ketamine hydrochloride

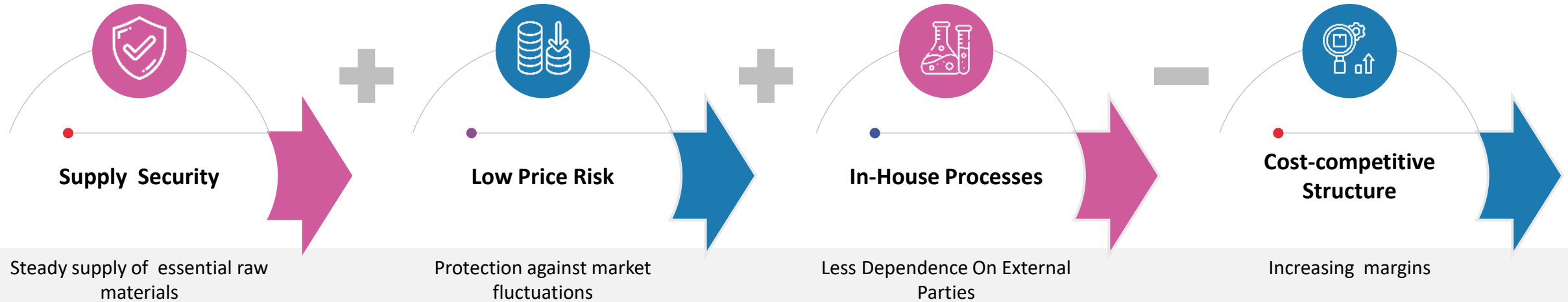
2010

CEP granted for Chlorphenamine Maleate

2011

**IDL granted for
Chlorphenamine
Maleate**

Backward Integrated Business Model



18 products are backward integrated* in following therapies

Anesthetics

Anti-Asthmatic

Anti-Histamine

Decongestant

Anti-Gout

Note: In the process of further backward integrating 3 more products

78%
of H1 FY26 revenue

Integrated business model helped us grow revenue and sustain margins in the last year. Large part of growth and sustainability was driven by these backward integrated products





Launches

New Therapies

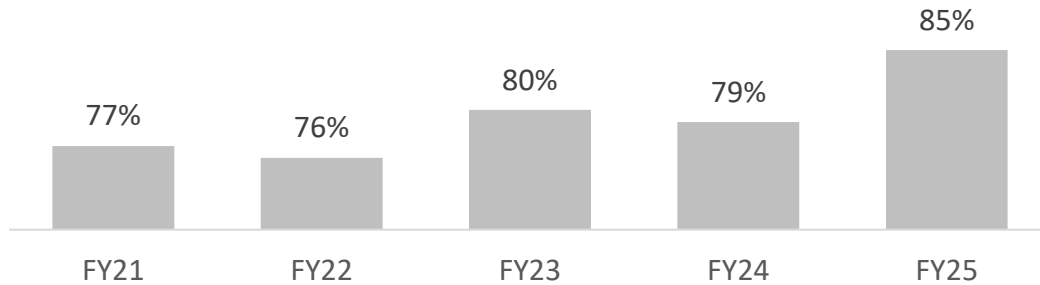
- Contrast Media
- Cardio Vascular
- ADHD

New Products

Launched new product to further strengthen the Anesthetic therapy portfolio

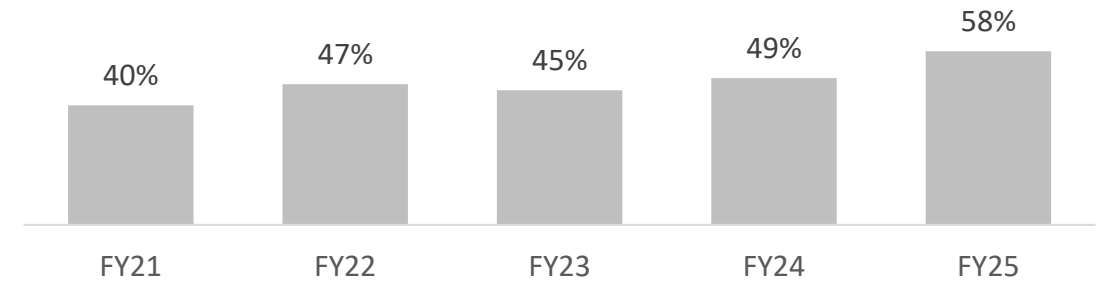
Significant export presence, with low dependence on a specific geography

Export sales, as a % of revenue from operations



... with balanced customer concentration

Share of top 10 customers, as a % of revenue from operations



Long standing relationship with global pharma companies ...



SUANFARMA




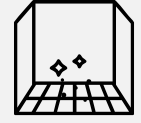


... We plan to further reduce customer concentration

Penetration of existing products to newer geographies by registering these products

Adding new niche products with high volume potential for which we have 2 new R&D centers

CMO/CDMO opportunities

- Well defined areas for R&D, Quality Control (chemical, microbiology), Quality Assurance, dedicated areas for engineering maintenance, warehouse, raw materials, packaging materials and finished goods stores
- Recently commissioned Effluent treatment plant for future volume growth and express feeder from the sub-station to ensure reliable power supply
- Commissioned new warehouses and administration block, with new Quality Control Labs, Quality Assurance and R&D Labs (IGBC Gold Certified)
- **Strategic Land Acquisitions:**
 - **12,551 sq.mt.:** Adjacent to the existing facility to enable seamless future growth and expansion
 - **24,646 sq.mt.:** Located 20 km from the current facility, strategically acquired for backward integration to enhance operational efficiency
 - **80,000 sq.mt.:** Situated at Isambe, Patalganga, near the upcoming Navi Mumbai International Airport.

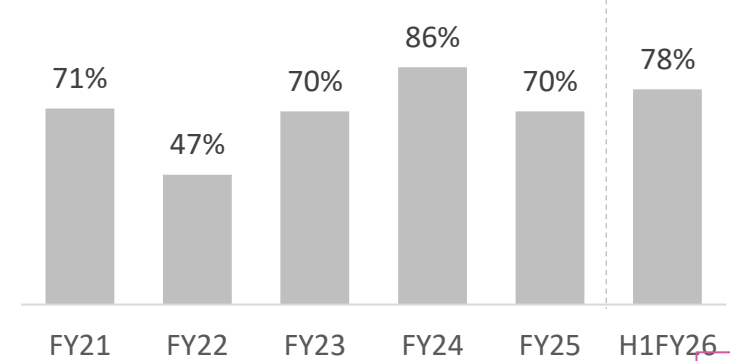
	5 Manufacturing Blocks		9 Clean Rooms
	932 KLPD Reactor Capacity		35,000sq.mt. Land Area

Scaled up Manufacturing Facilities over the years

	Block A	Block B	Block C	Block D	Block E
Year of Establishment	1993	1994	2014	2021	2024
Capacities	157 KLPD	195 KLPD	30 KLPD	215 KLPD	335 KLPD
Regulatory Approved	✓	✓	✓	✓	✓

Healthy capacity utilization

Ramp up of production from Module E will drive the capacity utilisation



4*

Process Patent
Filed in India

Supported by R&D driven mindset

- A team of 60+ scientists primarily focused on API process development across the value chain
- Already started two R&D centres –
 - Ambernath R&D – Formulations and Generic APIs
 - Lote R&D – Lifecycle improvement
- Consistent efforts to develop new products, improve existing formulations, enhance drug delivery systems, and expand product applications
- Ongoing efforts to add 3-4 products every year



- State-of-the-art, GMP compliant manufacturing facility along with pilot facility for scale up available for trials before validation
- Complete support in validation, stability, & compilation of dossiers
- Dedicated technology transfer team is periodically trained to enhance skills for timely scale-ups and validations
- Quality & regulatory team is well trained with latest guidelines to ensure on-time dossier submissions
- Recently added Kilolab to strengthen capabilities in high-value small-molecule APIs



Recently Commissioned state-of-the-art E Block

- Capacity: **335 KLPD**
- Large volume equipment – multipurpose synthesis with focus on backward integration capabilities
- Closed systems using gravity flow equipped with process control system.





Facility
Location

- The site spans 5,000 sqm, with 70% of the area constructed, located at Plot No. N-60, Additional Ambernath MIDC, District Thane, Maharashtra,
- Situated 60 km from Nhava Sheva Port (New Mumbai) and 50 km from Mumbai International Airport.



R&D

- Dosage forms R&D being set up for tablets, capsules, liquids, sterile forms
- Analytical laboratories & Complex API synthesis facilities alongside dosage forms development for efficiency
- Focus areas – complex forms, anti-diabetics, anesthetics.



Manufacturing

- FDF facilities to commission from H2 FY26
- Tablets, capsules and liquids
- Large volume liquids filling line
- Validation and registration batches for dossier submissions.

Focus on uniform manufacturing standards to achieve standardised product quality across markets

Ability to handle complex chemistries..

- Simple to highly complex chiral molecules
- Controlled substances
- Products with specialized environment for manufacturing (Methylcobalamin, Vitamin B12 & derivatives)
- Precision distillation of volatile inhaled Anesthetic APIs yielding high purity > 99.97%.

... across varied class of reactions

Cyclisation
High vacuum distillations
Grignard reaction
Fridel craft acylation
Decyanation
Etherification
Formylation
High pressure catalytic reductions
Bromination
Nitration
Oxirane
Lithiation

Focus on uniform manufacturing standards to achieve standardised product quality across markets

Ability to handle complex chemistries..

- Contrast media API synthesis
- Use of Resin for purification
- Novel amide formation techniques using low price reagents
- Handling of highly moisture sensitive API and intermediates

... across varied class of reactions

Chiral molecules synthesis using Chiral auxiliary

Amidation via Mixed anhydride

Reductive amination

Chlorination Contrast media API

Distillation for purification

Asymmetric catalytic reduction

Resin chemistry for purification

Resolution

Thermal cyclization **Debenzylation**

Strong focus on compliance guided by ethical approach

- Our motto is to consistently meet the stringent requirements of regulatory bodies
- Supported by a skilled team of regulatory affairs experts dedicated to the timely submission of dossiers and managing regulatory queries from both authorities and customers.

50+



Registrations in
different countries

19



USDMF's

10



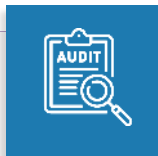
CADIFA Brazil

4



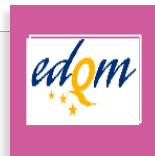
NMPA China

500+



Customer
Audit Approvals

11



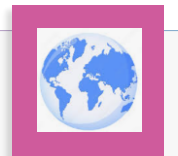
CEPs

5



KDMF Korea

50+



ROW

2016



- Export House for the Year for 2015-16 awarded by Directorate of
- Industries, Government of Maharashtra
- Export Achievement for 2015-16 in the product group Basic Chemical, Pharmaceutical & Cosmetics Products (MSME) awarded by Directorate of Industries, Government of Maharashtra

2017



- Export House for the Year for 2016-17 awarded by Directorate of Industries, Government of Maharashtra
- Export Achievement for 2016-17 in the product group Basic Chemical & Pharmaceutical Cosmetics (SSI) awarded by Directorate of Industries, Government of Maharashtra

2019



- Outstanding Export Performance Award for the year 2018-19 for product group API / Bulk Drugs by Pharmaceuticals Export Promotion Council of India
- 'Bharatiya Mahanatham Vikas Puraskar' for the year 2018-19 from Asia One Magazine.
- 'Outstanding Export Performance Award' for the year 2018-19 from Pharmaceuticals Export Promotion Council of India.

2025



- PMA Eminence Award 2025 in category Exporter of the Year from Pune Management Association on 27th May 2025 at Auto Cluster Auditorium, Pune.
- "The Diamond Jubilee All India Export Excellence Awards" by Federation of Industries of India on 27th May 2025 at Federation House, Thane.





Satish Wagh

Executive Chairman & WTD

- An honorary Ph.D. in entrepreneurship from Faculty of Management Studies, National American University.
- B.Sc. from R.D National College and W.A. Science College, University of Bombay.
- Director on the board of Supriya Medi-Chem Private Limited, Lote Industries Testing Laboratory Association and Sachin Industries Limited.



Saloni Wagh

Managing Director

- Ph.D. in chemistry from the Faculty of Science, Pacific University, Udaipur.
- M.Sc. from Institute of Science, University of Mumbai.
- B.Sc. from Parle Tilak Vidhyalaya Association's Sathaye College, University of Mumbai.



Shivani Wagh

Joint Managing Director

- Master's degree in International business management from Manchester Business School, University of Manchester.
- Bachelor's degree in management studies from M.L. Dahanukar College of Commerce, University of Mumbai.



Krishna Raghunathan

Chief Financial Officer

- Chartered Accountant (CA) from ICAI
- Bachelor degree of Science in Zoology from Madras University.
- Previously associated with companies like Dr. Reddy's Laboratories Limited and Granules India Limited.



Environment

- Regular and strict monitoring to produce highest efficiency in pollution control
- Commitment to reduce, recycle and reuse all resources for conservation and waste reduction, wherever feasible
- Own ETP facility – 400 KLPD, 2000 KL retention volume
- CETP membership – additional discharge of 260 KLPD
- Over the years about 56% reduction in cost reduction and relevant oil consumption
- Focus on solvent recovery, reduced emissions
- Adoption of paperless culture since 2015
- Implementation of ERP system has drastically reduced use of overall paper.



Health

- Clean, safe and healthy working environment for our all employees
- Mandatory medical examination and periodic medical checkup
- Regular training workshops for employees involved in handling materials, operating various process, waste generation and treatment.



Safety

- Committed to safe and accident-free operations in all our establishments
- Safeguarding our employees and facilities by acquiring the knowledge of hazardous industrial activities carried out in the neighborhood
- Frequent fire safety mock drills and intensive training programs to inculcate safety awareness and adherence to safety policies
- Periodic internal and external audit for ensuring compliance to our safety policy.
- Implementation of closed-system pneumatic transfer systems for material handling, replacement of liquid bromine with safer alternatives, establishment of a robust work permit system, and deployment of process control systems to monitor safety-critical parameters.

We believe true corporate citizenship is rooted in giving back to society, recognizing our responsibility extends beyond business paradigm

- Regular activities hosted in the head office and factory for donations of utilities, clothes, school supplies from the employees to the students in the nearby schools to promote education
- Supporting and participating with NGOs in chosen fields
- Utilization of CSR funding for drinking water scarcity in villages near our factory site
- Contribution to Prime Minister National Relief Fund
- Support patients for cancer treatment
- Fund raisers and donations to worthy social causes, etc.





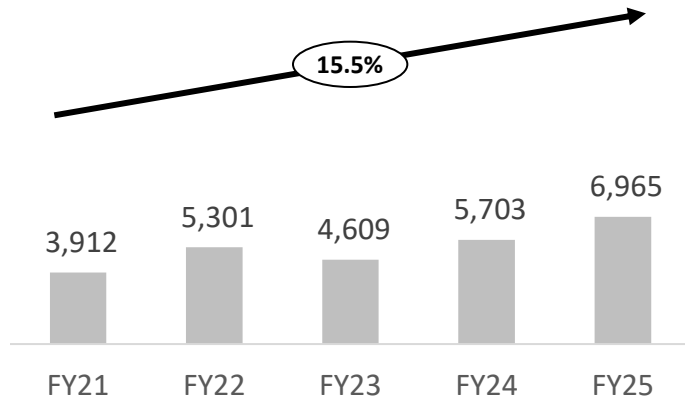
Historical Financial Performance



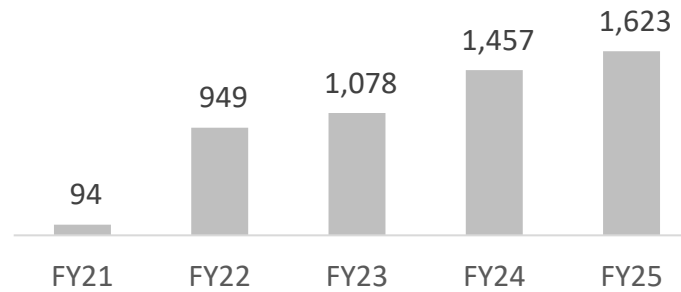
**SUPRIYA
LIFESCIENCE LTD.**

Consistent & Strong Financial Performance

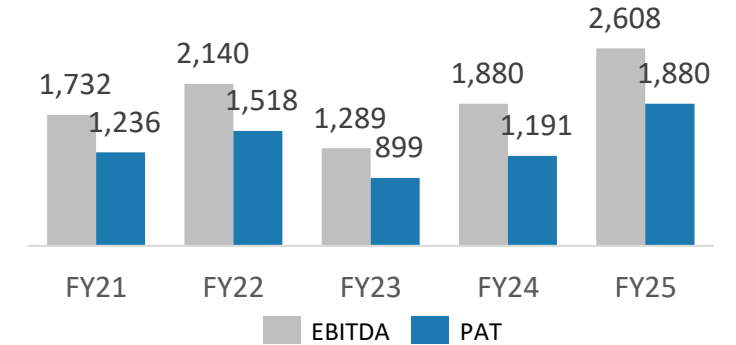
Robust revenue growth



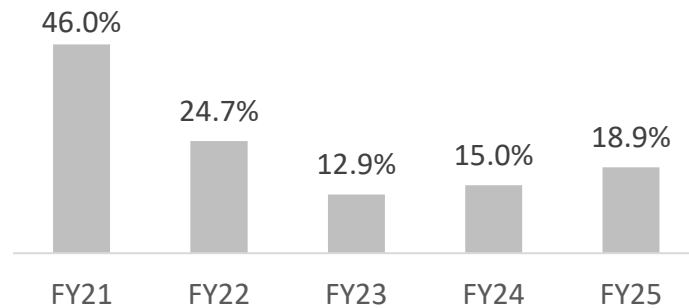
Capex Spend



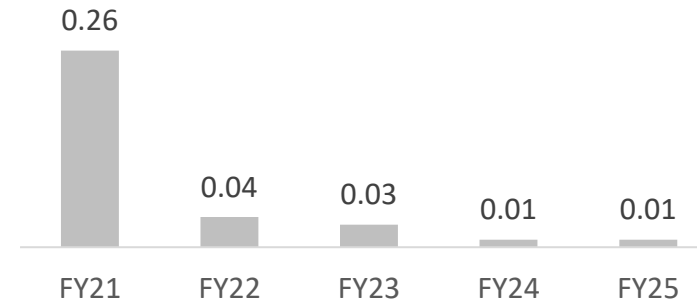
... and, focus on profitability



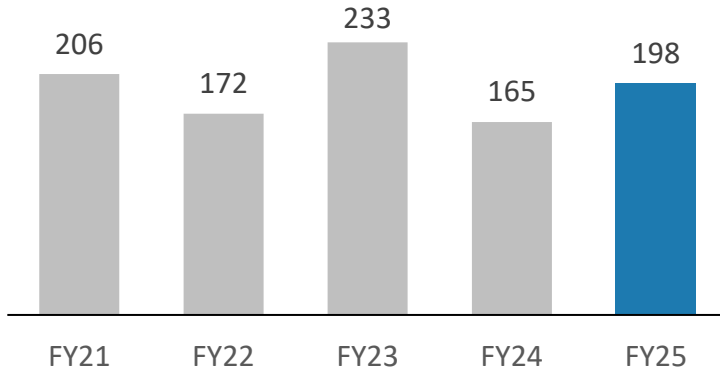
Return on Net Worth



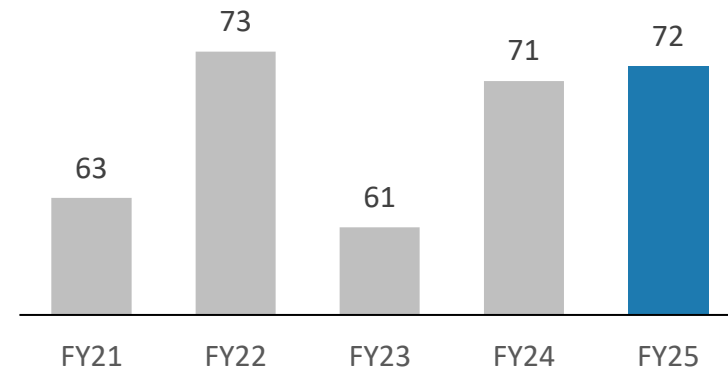
Healthy leverage profile



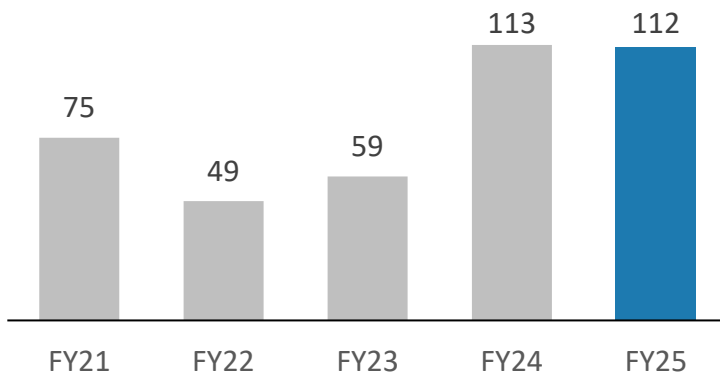
Inventory



Receivables



Payables



Net Working Capital





Future Outlook



**SUPRIYA
LIFESCIENCE LTD.**



Two new R&D centres

- The future of the company is deeply rooted in R&D, with significant progress made to enhance research capabilities
 1. The R&D lab at Lote Parshuram spans **800 sqm** and is equipped with **20 fume hoods**. This facility focuses on lifecycle management, backward integration, new product development, and CMO/CDMO opportunities
 2. The Ambernath R&D lab is now fully operational, supporting the next phase of the company's expansion and innovation strategy.
- These centres will help to develop identified APIs which will complement existing product profile
- The controlled drugs portfolio is set to be expanded, with potential APIs already identified and currently in the development pipeline. Additionally, the company is evaluating product portfolio expansion by selecting new products in the anti-diabetic and anesthetic segments.



New markets

- Company is currently doing business with over **1500+** customers and has presence in more than **120+** countries
- The geographical locations are distributed within sales team to focus on sustaining the business and expansion through new customer acquisition
- For regulated market, regulatory team is registering the products and filling DMFs. Sales team is in discussion with new customers to qualify us as a reliable source and started sending samples and supplying APIs for their product validation
- Company has taken additional steps for business expansion around the globe especially in North America, Japan, Australia and New Zealand.



CMO/CDMO space

- Company understands large scale special chemical manufacturing and has experience in handling hazardous complex process chemistry
- Initiated discussion with various companies ranging from big pharma to innovator companies to work as a partner for supplying products as per their needs
- We have recently announced one of our key CMO project with a leading European company where we will be exclusive API supplier. The contract spans a period of 10 years and is expected to generate peak revenue of **INR 60 crs/year** starting from FY27
- In addition to the aforementioned contract, the company has identified two similar opportunities in the API and advanced intermediate space, along with several other potential opportunities.



Capacity enhancement

- **Commissioned State-of-the-Art Module E Production Block at Lote Parshuram, boosting our capacity by over 55%, increasing it from 597 KLPD to 932 KLPD**
- Capacity enhancement for further backward integration of existing products, new product rollouts and CMO/CDMO opportunities
- We are developing a new formulation facility in Ambernath, along with an R&D facility dedicated to the development of innovative products.



**SUPRIYA
LIFESCIENCE LTD.**

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THANK YOU