Evonile Pharma Limited

(formerly known as Novartis India Limited)

November 03, 2026

To,
The Secretary,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

Scrip Code: 500672

Subject: Submission of Presentation for the Earnings Call scheduled with Investors / Analysts to be held on Wednesday, November 04, 2026.

Dear Sir/Madam,

This is further to our intimation dated October 26, 2026, submitted pursuant to Regulation 30 read with Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "SEBI Listing Regulations"), regarding the Earnings Call with investors and analysts of **Evonile Pharma Limited (formerly known as Novartis India Limited)** (the "Company"), scheduled to be held on **Wednesday, November 04, 2026 at 2:30 P.M. (IST)** through virtual mode.

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI Listing Regulations, we hereby enclose the investor presentation to be made at the aforesaid Earnings Call and request you to take the same on record and disseminate it on your website.

Pursuant to Regulation 46(2) of the SEBI Listing Regulations, the aforesaid presentation is also available on the Company's website and can be accessed at: **https://evonilepharma.com/earnings-call/**

We hereby confirm that the enclosed presentation does not contain any unpublished price sensitive information and that nothing contained therein shall be construed as unpublished price sensitive information within the meaning of the applicable provisions of the SEBI Listing Regulations and other applicable laws.

This disclosure is being made for your information and records.

Kindly take the above on record.

Thank you.

For Evonile Pharma Limited
(formerly known as Novartis India Limited)

CHANDNI BHUPENDRA MARU
Digitally signed by CHANDNI BHUPENDRA MARU
Date: 2026.11.03 19:40:28 +05'30'

Chandni Maru
Company Secretary and Compliance Officer
A60291

Evonile Pharma Limited

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INVESTOR PRESENTATION

Q2 and H1 FY27 Results Update

November 3, 2026

BSE SCRIP CODE: 500672

IMPORTANT NOTICE

Disclaimer

This presentation has been prepared by the management of Evonile Pharma Limited *(formerly know as Novartis India Limited)* (the "Company" or "Evonile") solely for the information of the recipients. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation.

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Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from those expressed or implied by such statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Past performance is not necessarily indicative of future results. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person, and does not constitute an offer or invitation to purchase or subscribe for any securities. No part of it should form the basis of, or be relied upon in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities.

Evonile Pharma Limited

Where potential peaks

Company snapshot

House with a Long Legacy

79+ Years since founding

43 Years listed on the BSE

Scaled, Market-leading Brands

100% India-focused business

6 Brands with ₹30 cr+ Revenue[1]

(1) As per IQVIA MAT Sep'26

COMPANY OVERVIEW

Legendary Brands, Untapped Focus

DECADES OF HERITAGE

- **Decades-old portfolio**; several brands set the reference standard in their category
- **Original-molecule pedigree anchors brand** identity and quality perception
- **Deep-rooted familiarity** across prescribers and chemists nationwide

PRESCRIBER EQUITY INTACT

- **High unaided recall** among HCPs
- **Prescription pull sustained** with minimal recent promotion
- **Awareness spans metro, Tier 1 and Tier 2**, beyond key accounts

UNTAPPED POTENTIAL

- Previously taken to market via **partner-led, outsourced distribution**
- Brands have **untapped headroom**

THE ACTIVATION GAP:

- No dedicated field force behind these brands today; demand runs on legacy prescriber loyalty alone
- **Re-establishing in-house, focused promotion is the platform's single largest value unlock**

BRAND PORTFOLIO

Flagship brands hold leadership across priority therapies

Cardiology
RPM: 11,398 Cr+

Minipress XL®
Orals

#1
CVM rank

Pain Management
RPM: 1,696 Cr+

Voveran®
Orals, Injectables, Topicals

#1
CVM rank

Gynaecology
RPM: 155 Cr+

Methergin®
Orals, Injectables

#1
CVM rank

Wellness (VMN)
RPM: 2,840 Cr+

Calcium-Sandoz®
Injectables

#1
CVM rank

Macalvit®
Orals

#1
CVM rank

Neuro (CNS)
RPM: 585 Cr+

Tegrital®
Orals

#1
CVM rank

Transplant
RPM: 975 Cr+

Myfortic
Orals

#1
CVM rank

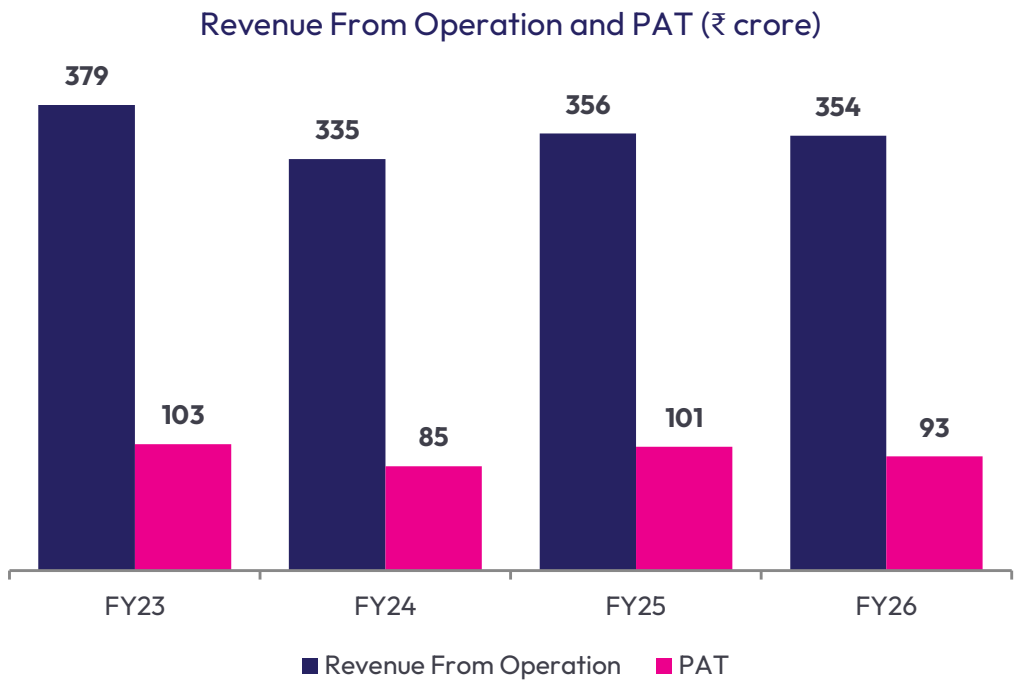
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#1
CVM rank

(1) Source: IQVIA TSA MAT Sep'26; RPM: Internal Represented Market; CVM: Covered Market

COMPANY OVERVIEW

Financial snapshot



-2% Revenue CAGR FY23-26

-3% PAT CAGR FY23-26

₹668 cr Net cash as of Mar'26

Q2

BUSINESS PERFORMANCE

Q2 and H1 FY27 Business Performance

A transition quarter: brands back in-house, Minipress XL added, field force being built

MD & CEO's message

Following the transition from Novartis AG, Evonile Pharma has made substantial progress in just a few months. We are transitioning from a single-customer-dependent business model to an independent pharmaceutical company with our own distribution, sales and marketing capabilities. This shift requires a new organizational foundation, and the key building blocks are being put in place. These capabilities will provide the foundation for establishing Evonile as one of India's progressive and forward-looking domestic pharmaceutical companies.

During the quarter, we completed two strategic transactions: the acquisition of Minipress XL and an ophthalmology in-licensing agreement. Both strengthen our portfolio and create new platforms for sustainable growth.

In H2 FY27, our focus will be on completing the organizational build-out, establishing an appropriate cost structure and bringing together a strong leadership & operating team to drive Evonile's next phase of growth. We are laying the foundations of an organization with the capabilities, ambition and strategic direction to unlock the full potential of Evonile Pharma."

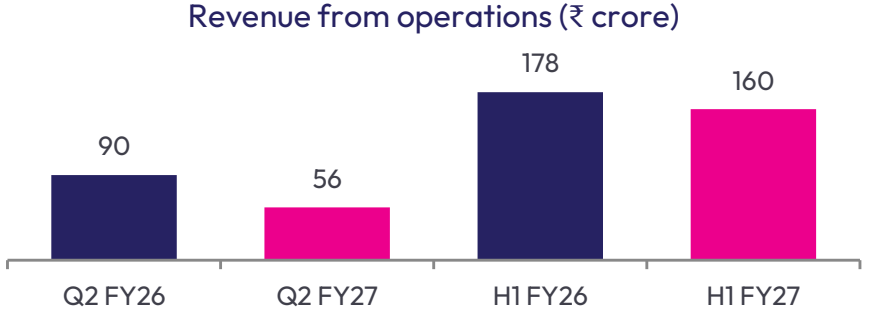
Dr. Vikas Gupta
Managing Director & CEO

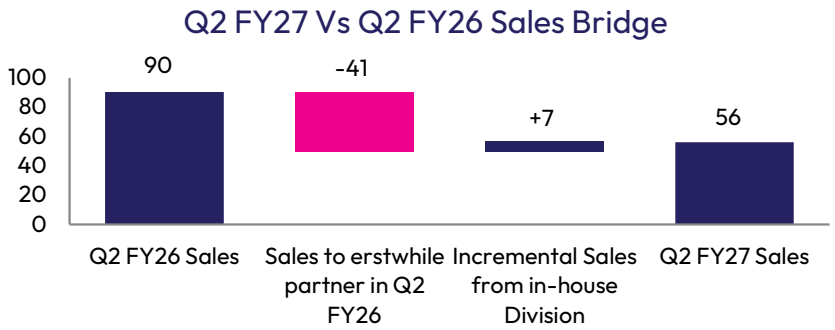
BUSINESS MODEL

What has changed, and what it means

EARLIER MODEL	CURRENT MODEL	IMPLICATION
Majority of sales concentrated with a single customer	**Direct sales to stockists across the Market**	Moved to a direct model to unlock potential of legacy brands. (Voveran, Methergin, Calcium Sandoz etc.)
Limited distribution channel	**20+ CFAs and 2000+ stockists onboarded**	Nationwide distribution network in place to support the new model and ensure last mile coverage
Limited field presence	**Strengthened field force to accelerate the new model**	Building our in-house sales and marketing team to drive revenue growth
Part of global systems and process	**Standalone domestic pharma operation**	Independent and faster execution. One-time cost of independent systems (Accounting, HRMS, field reporting)
Limited promotion on brand	**Growth through legacy and acquired brands**	Focus to drive growth through portfolio expansion and a stronger pipeline

Results overview: Q2 and H1 FY27



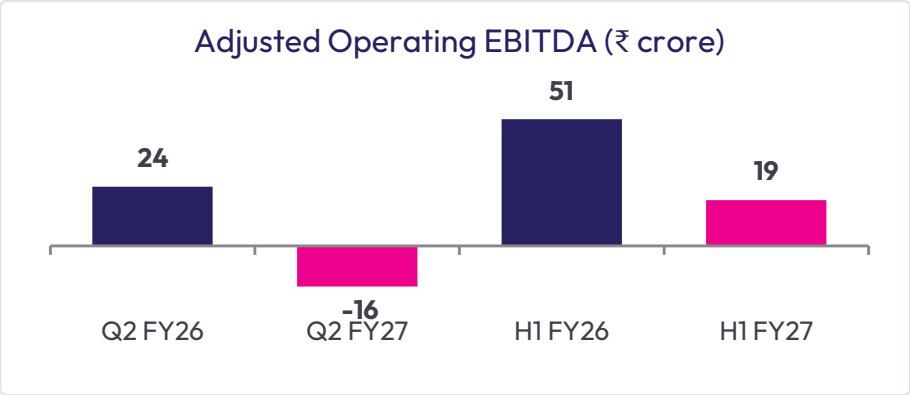


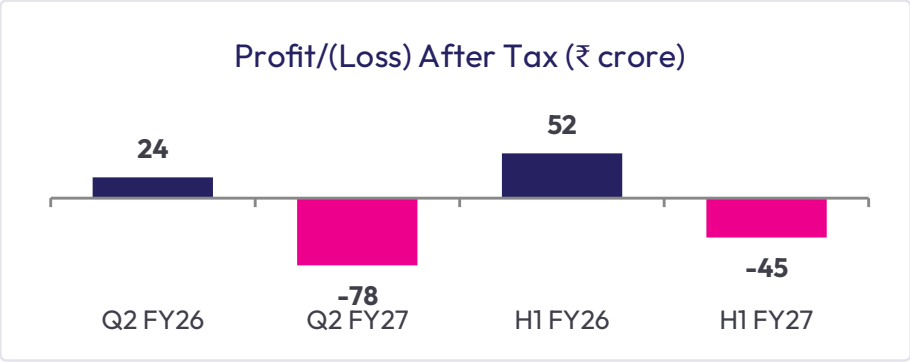
Revenue from operations:

- ₹56 cr in Q2 FY27 vs ₹90 cr in Q2 FY26 (-38% YoY);
- ₹160 cr in H1 FY27 vs ₹178 cr in H1 FY26 (-10% YoY)

Q2 FY27 sales is not comparable with Q2 FY26 due to change in business model leading to one time correction.

Financial overview: Q2 and H1 FY27





Operating EBITDA and PAT for FY27 is not comparable with Q2 and H1 FY26, primarily due to:

- Change in business model has led to transition cost, one-time expenses and higher operational expenses.

PAT for Q2 and H1 FY27 includes following items:

- **~₹15 cr** impact due to **One-off Expenses** related to transition activities and acquisition of Minipress, reported in Other Expenses.
- **Exceptional items** amounting to **₹68 cr** comprise:
  - **₹61 cr** arising from termination of exclusive promotion rights of one customer and **related inventory purchase arrangements;**
  - **₹7 Cr** relating to the **unamortized import licences**.
- **Depreciation & amortization:** ~₹4 cr higher vs LY, primarily due to amortization of acquired brands in H1 FY27
- **Finance cost:** ~₹5 cr in Q2 FY27, on interest on borrowings for the brand acquisition in Sep 26.
- **Tax:** A reversal of ~₹24 cr in Q2 FY27 due to reversal of current tax and recognized deferred tax asset

Q4 FY27 / Q1 FY28 will reflect the actual cost structure

Evonile

Q2 and H1 FY27 Financial Performance

Particulars (₹ crore)	Q2 FY27	Q2 FY26	YoY	H1 FY27	H1 FY26	YoY
Revenue from operations	**56.1**	**90.3**	**-38%**	**159.9**	**177.9**	**-10%**
Cost of goods sold	47 .1	50.5	-7%	102.8	97.3	6%
Employee benefit expenses	14.4	5.3	171%	19.1	10.6	80%
Other expenses	11.0	10.6	4%	19.5	18.9	3%
Adjusted Operating EBITDA	**-16.4**	**23.9**	**-**	18.5	**51.1**	
One-time expenses	15.4	-	-	15.4	-	
Operating EBITDA	**-31.8**	**23.9**		**3.1**	**51.1**	
Operating EBITDA margin	***-57%***	***26%***		***2%***	***29%***	
Exceptional items	68.3	0		68.3	0	
EBITDA Post exceptional Items	**-100.1**	**23.9**		**-65.2**	**51.1**	
Depreciation & amortisation	3.9	0.5	**NA**	4.3	1.1	**NA**
Finance costs	4.8	0.1		4.9	0.2	
Other income	7.7	9.4		16.5	20.1	
Profit/(Loss) before tax	**-101.1**	**32.7**		**-57.9**	**69.9**	
Tax expenses	-23.6	8.5		-12.6	18.1	
Profit/(Loss) after tax	**-77.5**	**24.2**		**-45.3**	**51.8**	

WAY FORWARD

Key Imperatives for FY27

01

Stabilize and scale the business

Seamless execution across operations, supply and the commercial mode

Complete market availability re-established through own CFAs and stockists network

Prescriber mindshare rebuilt through focused engagement

02

Complete infrastructure build-out

Distribution and corporate infrastructure now firmly established

Employee and S& M expenses to be stepped up in phase, with the full build-out by Q4 FY27

03

Return to growth across the portfolio

Minipress: Return to growth;

Re-ignite growth across all the brand portfolio

Convert the stronger field force and distribution reach into sale

04

Reduce debt significantly

Significant debt reduction, by capital infusion

WAY FORWARD

Long Term Vision

Revenue Trajectory

TODAY
Stable, legacy book

TOMORROW
Focus on above-market growth via deep geo-penetration and specialty

Portfolio Breadth

TODAY
Concentrated in flagship brands

TOMORROW
Broader basket across core therapies / Regular in-licensed & new launches

Growth Avenues

TODAY
Single standalone asset

TOMORROW
Disciplined M&A strategy to build scale and profitability

Operating Margin

TODAY
Healthy, parent-era cost base

TOMORROW
Margin uplift via new launches / profitable growth / procurement & cost optimization

Focus on Returns

TODAY
Cash on Balance sheet / low returns

TOMORROW
Growth, ROCE and FCF as core priorities

ABOUT US

About Evonile Pharma Limited *(formerly known as Novartis India Limited)*

Evonile Pharma Limited (BSE: 500672) is a 100% India-focused branded pharmaceuticals company with a legacy of over 79 years and 43 years of listing on the BSE. Its flagship brands – Voveran, Methergin, Calcium-Sandoz, Tegrital and Myfortic – hold #1 positions in their covered markets across pain management, gynaecology, wellness, neuroscience and transplant.

Through the acquisition of Minipress XL and the in-licensing of a retina portfolio, the company has added cardiology and ophthalmology. It runs an asset-light model and takes its portfolio to market through its own therapy-aligned field force and distribution network. ChrysCapital Group holds 70.68% of the company.

For more details, please visit www.evonilepharma.com

For further information, please contact:

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Investor Relations

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Evonile
Where potential peaks

THANK YOU

Beginning of a new chapter

Evonile Pharma Limited *(formerly known as Novartis India Limited)* · A ChrysCapital portfolio company

For queries on this presentation, please contact the Office of the CFO / Investor Relations: investor.relations@evonilepharma.com