Aarti Drugs Limited
Manufacturers of : Bulk Drugs & Chemicals

Corporate Office : Mahendra Industrial Estate,
Ground Floor, Plot No. 109-D, Road No. 29,
Sion (East), Mumbai - 400 022. (India)
Tel .: 022-2407 2249 / 2401 9025 (30 Lines)
Fax.: 022-2407 3462 / 2407 0144
Email: admin@aartidrugs.com
website: www.aartidrugs.com
CIN No.:L37060MH1984PLC055433

Ref: ADL/SE/2026-27/59
November 3, 2026

To,
Listing/ Compliance Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
BSE CODE: 524348

To,
Listing/ Compliance Department
National Stock Exchange of India Limited,
"Exchange Plaza", Plot No. C/1,
G Block Bandra - Kurla Complex,
Bandra (East), Mumbai – 400051
NSE SYMBOL: AARTIDRUGS

Dear Sir/Madam,

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Sub: Q2 & H1 FY27 Investor Presentation

Please find attached herewith Q2 & H1 FY27 Investor Presentation of the Company.

Kindly take the same on record.

Thanking you,

Yours faithfully,
FOR AARTI DRUGS LIMITED

RUSHIKESH VIVEK DEOLE
Digitally signed by RUSHIKESH VIVEK DEOLE
Date: 2026.11.03 20:42:24 +05'30'

RUSHIKESH DEOLE
COMPANY SECRETARY & COMPLIANCE OFFICER
ICSI M. No.: F12932

Investor Presentation
November 2026

Aarti Drugs Limited



Aarti Drugs Limited

A Stronger Foundation. A Better Future.

Safe Harbor

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Aarti Drugs Ltd.

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Q2 & H1 FY27

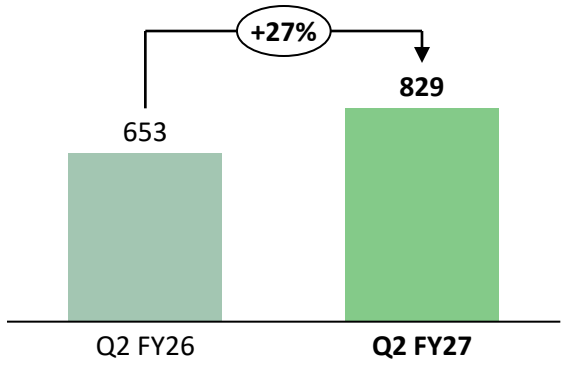
Business & Financial Highlights

Aarti Drugs Ltd.

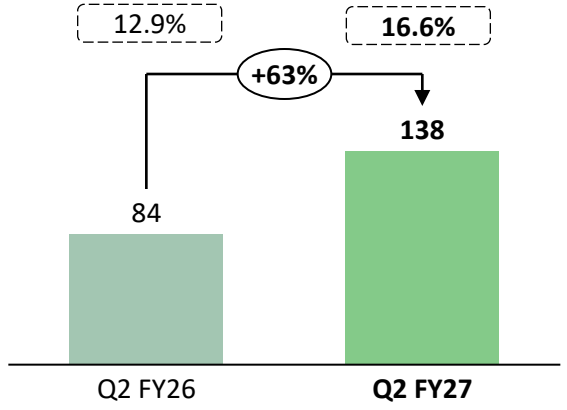
Q2 & H1 FY27 Consolidated Financial Highlights

Aarti Drugs Ltd.

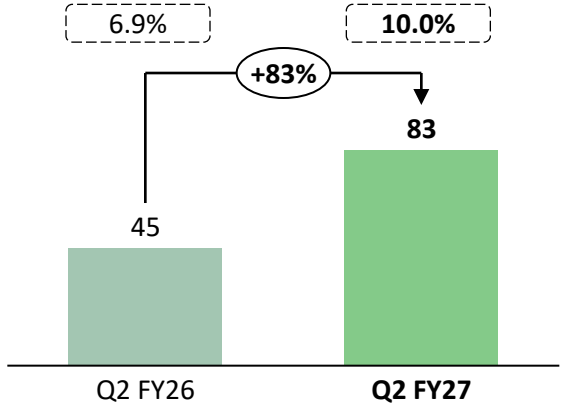
Total Revenue[1]



EBITDA & EBITDA Margin[1]

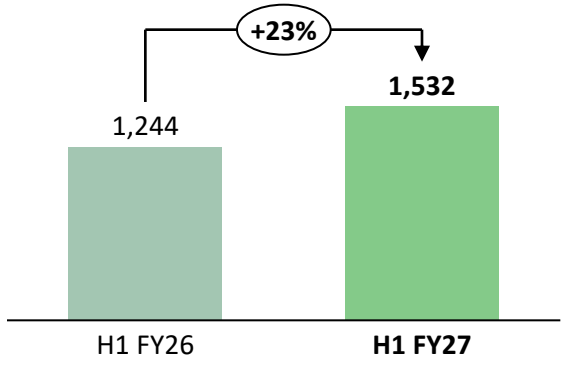


PAT & PAT Margin[1]

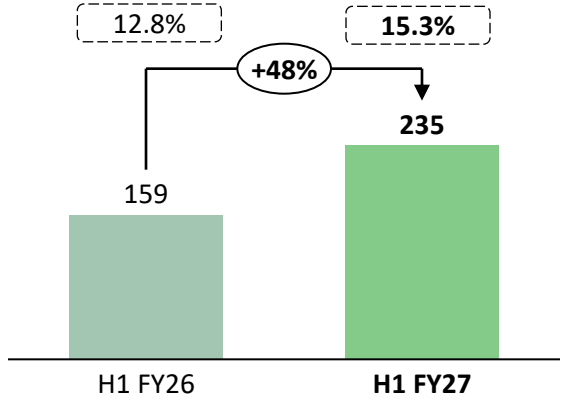


(Rs. Crs.)

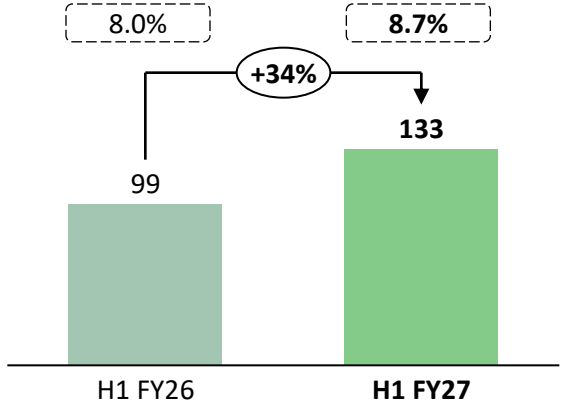
Total Revenue[1]



EBITDA & EBITDA Margin[1]



PAT & PAT Margin[1]



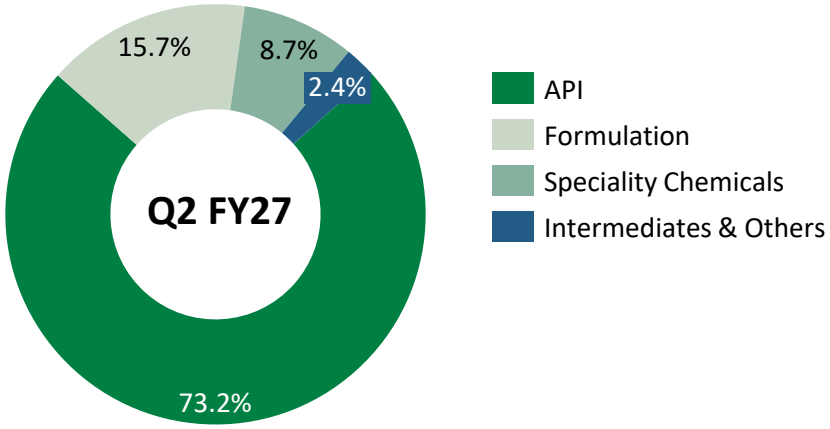
(Rs. Crs.)

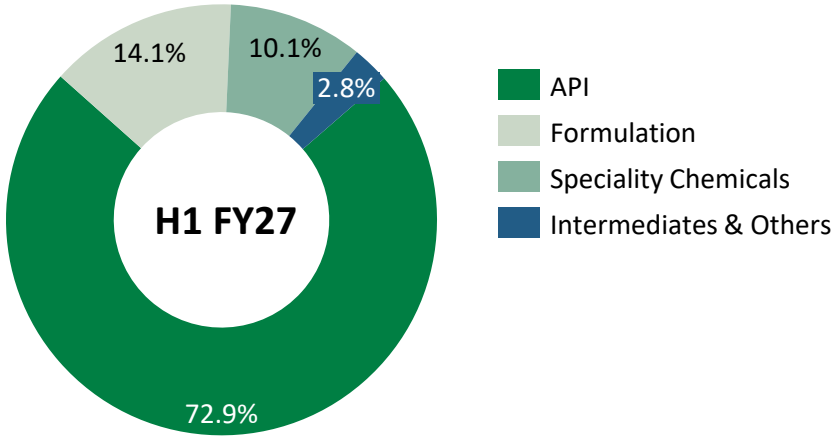
Note:
1. All figures include other income

Q2 & H1 FY27 Segmental Highlights

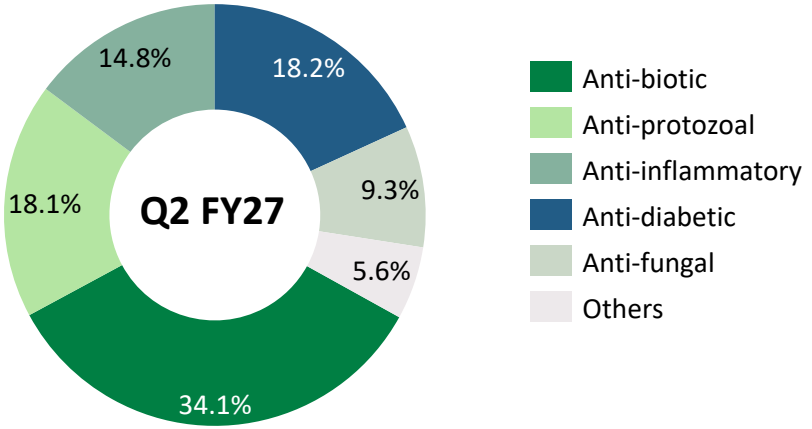
Aarti Drugs Ltd.

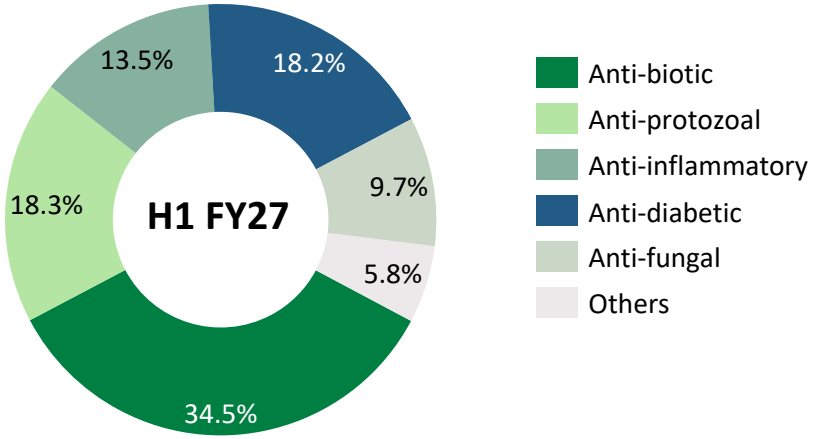
Segmental Revenue





Therapeutic-wise Revenue





Note:
1. All figures include other income
2. Therapeutic revenue split represent split Within the API Segment; Includes sale to Pinnacle Life Sciences

Consolidated Profit & Loss Statement

Aarti Drugs Ltd.

Particulars (Rs. Crs.)	Q2 FY27	Q2 FY26	YoY	Q1 FY27	QoQ	H1 FY27	H1 FY26	YoY
Net Revenue from Operations	**826.2**	**652.8**	**27%**	**702.8**	**18%**	**1,529.0**	**1,243.3**	**23%**
Other Income	2.5	0.1		0.8		3.4	0.4	
Total Revenue	**828.8**	**652.9**	**27%**	**703.6**	**18%**	**1,532.4**	**1,243.7**	**23%**
COGS	499.1	408.3		427.6		926.7	781.7	
Gross Profit	**329.7**	**244.6**	**35%**	**276.0**	**19%**	**605.7**	**462.0**	**31%**
Gross Margin (%)	***39.9%***	***37.5%***	***240 bps***	***39.3%***	***60 bps***	***39.6%***	***37.2%***	***240 bps***
Employee Expenses	37.1	33.1		36.5		73.6	63.9	
Other Expenses	154.7	127.1		142.6		297.2	239.4	
EBITDA	**137.9**	**84.4**	**63%**	**96.9**	**42%**	**234.8**	**158.8**	**48%**
EBITDA Margin (%)	***16.6%***	***12.9%***	***370 bps***	***13.8%***	***280 bps***	***15.3%***	***12.8%***	***250 bps***
Finance Costs	9.6	7.7		9.2		18.9	16.3	
Depreciation	19.0	16.3		18.5		37.5	31.0	
PBT	**109.3**	**60.4**	**81%**	**69.2**	**58%**	**178.5**	**111.5**	**60%**
PBT Margin (%)	***13.2%***	***9.3%***	***390 bps***	***9.9%***	***330 bps***	***11.7%***	***9.0%***	***270 bps***
Taxes	26.5	15.2		19.1		45.6	12.4	
Profit After Tax	**82.8**	**45.2**	**83%**	**50.1**	**65%**	**132.9**	**99.1**	**34%**
PAT Margin (%)	***10.0%***	***6.9%***	***310 bps***	***7.1%***	***290 bps***	***8.7%***	***8.0%***	***70 bps***
Earnings Per Share (EPS)	9.07	4.95		5.49		14.56	10.86	

Consolidated Balance Sheet

Aarti Drugs Ltd.

Equities & Liabilities (Rs. Crs.)	Sep-26	Mar-26
Equity		
Equity Share capital	91.3	91.3
Other Equity	1,590.3	1,457.6
Non Controlling Interest	0.1	0.4
Total Equity	**1,681.7**	**1,549.2**
Financial liabilities		
(i) Borrowings	239.5	256.9
(ii) Lease Liabilities	0.2	0.9
(iii) Other Financial liabilities	0.3	0.2
Other non current Liabilities	0.0	0.0
Deferred tax liabilities (Net)	83.9	81.3
Provisions	4.6	4.6
Total Non Current Liabilities	**328.4**	**343.8**
Financial liabilities		
(i) Borrowings	379.1	318.0
(ii) Lease Liabilities	0.8	0.9
(iii) Trade Payables	498.5	477.9
(iv) Other financial liabilities	13.2	22.8
Provisions	13.4	8.1
Other current liabilities	117.1	87.4
Current tax liabilities (Net)	21.5	7.1
Total Current Liabilities	**1,043.6**	**922.3**
Total Equity and Liabilities	**3,053.7**	**2,815.3**

Assets (Rs. Crs.)	Sep-26	Mar-26
Non Current assets		
Property, Plant and Equipment	1,096.1	1,068.3
Capital work in progress	235.5	213.8
Intangible assets	16.2	16.4
Right to use assets	0.9	1.7
Financial Assets		
(i) Investments	27.5	27.3
(ii) Loans	0.0	0.0
Deferred Tax Assets (net)	0.0	0.0
Other non-current assets	20.0	20.0
Total Non Current Assets	**1,396.3**	**1,347.5**
Current Assets		
Inventories	603.1	490.8
Financial Assets		
Investments	0.0	0.0
(i) Trade receivables	905.0	829.9
(ii) Cash and Bank Balances	9.9	8.8
(iii) Other Financial Assets	15.8	15.5
(iv) Loans	1.2	0.7
Current Tax Assets	0.0	0.0
Other current assets	122.2	122.1
Total Current Assets	**1,657.4**	**1,467.8**
Total Assets	**3,053.7**	**2,815.3**

Consolidated Cash Flow Statement

Aarti Drugs Ltd.

Particulars (Rs. Crore)	Sep-26	Sep-25
Net Profit before Tax and Extraordinary items	**178.5**	**111.5**
Adjustments for: Non-Cash Items / Other Investment or Financial Items	55.9	49.6
Operating profit before working capital changes	**234.4**	**161.1**
Changes in working capital	-140.3	-9.0
Cash generated from Operations	**94.0**	**152.1**
Direct taxes paid (net of refund)	-28.3	0.2
Net Cash from Operating Activities	**65.7**	**152.4**
Net Cash from Investing Activities	**-90.2**	**-94.1**
Net Cash from Financing Activities	**25.7**	**-56.2**
Net Increase / (Decrease) in Cash and Cash equivalents	**1.2**	**2.1**
Add: Cash & Cash equivalents at the beginning of the period	7.3	4.6
Cash & Cash equivalents at the end of the period	**8.5**	**6.7**

Management Commentary

Commenting on the results, Mr. Adhish Patil, Managing Director, of Aarti Drugs Limited said,

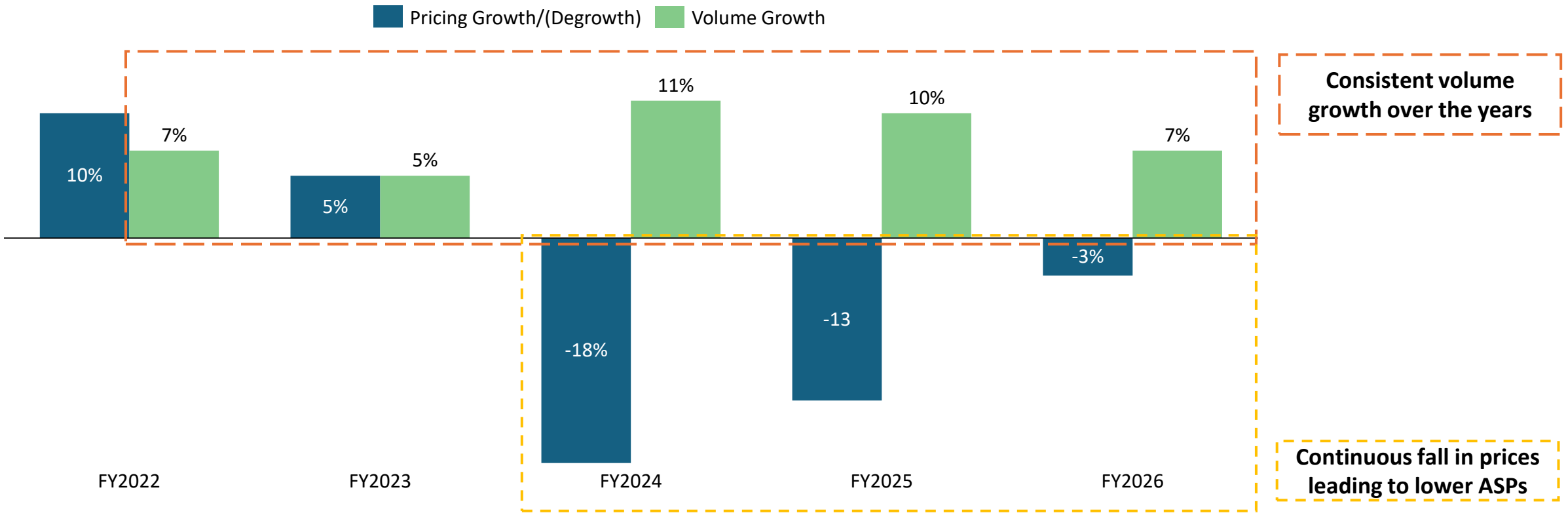
"Q2 FY27 has been a landmark quarter for Aarti Drugs. We achieved our highest-ever revenue from operations of Rs. 829 crore and reported our highest-ever quarterly EBITDA of Rs. 138 crore. EBITDA margin expanded 370 basis points to 16.6%, the highest level in nearly six years. This performance reflects a combination of volume growth, strong realisations across our API, formulations and Specialty Chemicals portfolio, and the steady progress we have made in building a more integrated manufacturing platform. Through a period of considerable global volatility, all our facilities operated without disruption which enabled us to serve our customers reliably as their trusted partner.

Growth during the quarter was broad-based across our businesses. Our Specialty Chemicals business nearly doubled as our Sayakha facility scaled up, and our Formulations business grew 58%, led by strong demand in export markets. Within a year of commissioning, Sayakha is meeting a significant share of our metformin intermediate requirements in-house, enhancing both our cost competitiveness and the security of our supply chain in the anti-diabetic segment. At the same time, our capacity expansions at Tarapur, Sarigam and Baddi, including new USFDA-compliant capacity, are progressing well and will deepen our presence in regulated markets.

This period also marks an important moment in our leadership journey. Starting October 1st 2026, Mr. Prakash M. Patil retired as Chairman, Managing Director and CEO after a lifetime of dedicated service to the Company. His vision, integrity and leadership laid the foundations on which Aarti Drugs stands today, and on behalf of the Board and the entire Aarti Drugs family, I express our deepest gratitude to him. With Mr. Rashesh Gogri taking over as Chairman, and as I take charge as Managing Director, we remain committed to the values and long-term thinking that have guided the Company for decades.

Looking ahead, we are building Aarti Drugs into a more integrated, more diversified and more globally relevant pharmaceutical company and aim to remain focused on improving capacity utilisation, expanding our regulatory footprint and creating sustainable growth for all our stakeholders."

Consistent Volume Growth in the past 5 Years



- ✓ Revenue growth was impacted post Covid, primarily due to industry-wide oversupply and sharp API price erosion, led by the excessive dumping from China. Significant drop in realizations between FY24 and FY26 impacted company's topline.

- ✓ However, the company continued to gain volumes and sustain customer relationships. As pricing stabilizes, the strong volume base provides operating leverage and positions the company well for recovery in revenue and profitability.

Note:
1. Figures on standalone basis

Company & Business Overview



Leadership in API Manufacturing

Aarti Drugs Ltd.

Over a decade, API manufacturing has transitioned towards highly regulated, specialized business

1. Largest producer of **Nimesulide** in the world
2. Largest producer of **Ketoconazole** in the world
3. Largest producer of **Metronidazole Benzoate** in the world
4. Largest producer of **Tinidazole** in the world
5. Largest producer in **Fluoroquinolones group** in the world
6. One of the leading producers of **Metformin** in the world
7. Largest producer of **Metronidazole** in India

14 Manufacturing Facilities

6,876 MT/Monthly Capacity

80+ Finished Products

50+ API Molecules

2,200+ Employees

~38% Export Revenue

1,59,500+ Sq.m. Plant Area

100+ Presence across countries

Diversified Presence across Segments

Aarti Drugs Ltd.

Presence Across APIs, Formulation, Specialty Chemicals, Intermediates Segments

Active Pharmaceuticals Ingredients (API)

- ✓ Leading API producer with 50+ molecules across therapeutic categories including antibiotics, antiprotozoals, anti-inflammatories, anti-diabetics, and anti-fungals
- ✓ Global Leader:
  - Largest manufacturer of 5 molecules globally
- ✓ API Infrastructure:
  - 9 manufacturing units contributing ~92% of total revenues
  - Installed capacity: 48,204 MTPA

Formulations

- ✓ Diversified into formulations in 2014 via wholly owned subsidiary.
- ✓ Flexible manufacturing model: In-house + outsourced production backed by strong R&D
- ✓ UKMHRA / PICS approved
- ✓ WHO-GMP approved plant in Baddi, Himachal Pradesh
- ✓ Oncology formulation is USFDA approved
- ✓ Installed capacity:
  - 3 billion tablets
  - 300 million capsules

Specialty Chemicals, Intermediates & Others

- ✓ Backward integrated to supply intermediates for antibiotics, antifungals, anti-inflammatories, and cardiovascular APIs.
- ✓ Manufacturer of specialty chemicals in Benzene and Chloro-sulphonic chemistries
- ✓ Installed capacity: 34,308 MTPA

Diversified Product & Client Mix

Aarti Drugs Ltd.

Presence across Segments, Geographies, API Therapies & Customers to ensure Growth and Risk Minimization

Segmental Mix

- API business contributes 77% of sales in FY26
- Focus on increasing contribution from Speciality Chemicals, Intermediates & Others, going forward

Geographic Mix

- Domestic-Export mix at 62% for FY26
- Presence across 100+ countries
- None of the region contributes more than 2/3rd of the revenue with Asia contributing the highest at 49% of total sales

API Therapy Mix

- Top 5 therapies contributes 95% of API sales in FY26
- Anti-biotic products contributes highest at 37% to API sales in FY26
- Leaders in Domestic market in most of top 10 products

Customer Mix

- Domestic: Largest client contributes ~4% of domestic sales whereas top 10 clients contribute ~25%
- Exports: Largest client contributes ~7% of exports sales whereas top 10 clients contribute ~27%

Expanding Product Portfolio

Geographic Expansion

Diversified Customer Base

- ***Growth***
- ***Risk Minimization***

Journey

Aarti Drugs Ltd.

1984
Incorporation

1993
Listed on BSE Limited

1996
Amalgamation of Rupal Chemical Industries Ltd, Rashesh Chemicals & Pharmaceuticals Ltd, Manjarati Chemicals Pvt. Ltd, Manjarati Plastisizer Pvt. Ltd, Effective Chemicals Pvt Ltd, Star Aluminium Industries Ltd and AvezWire Industries Ltd.

2003
Listed On National Stock Exchange of India Limited

2008
One of our facilities got approved by the USFDA

2014
Crossed Rs. 1,000 crores turnover

Expanded into the formulations segment with our 100% subsidiary Pinnacle Life Science Private Limited

2021
Surpassed a consolidated turnover of Rs. 2,000 Crores

Pinnacle Life Science Private Limited surpassed a turnover of Rs. 200 Crores

---

Surpassed a Profit After Tax (PAT) of Rs. 200 Crores

2022
Crossed Rs. 2,500 crores Consolidated Turnover

2024
Forayed into the personal care segment with the commissioning of a greenfield project for dermatology products at Tarapur

2025
Capex for Greenfield project at Sayakha, Gujarat & Tarapur completed

---

Entered into share subscription and shareholders agreement with Prozeal Green Power Pvt Ltd. for setting up captive solar power plants in Gujarat and Maharashtra

Manufacturing Footprint

Aarti Drugs Ltd.

Baddi Pinnacle Plant
Formulation Plant WHO-GMP

Sarigam-1
WHO-GMP

Sarigam-2
WHO-GMP/
COFEPRIS/CEP

Sayakha
WHO-GMP

E-22
- Australian Government – Department of Health and Ageing - Therapeutic Goods Administration
- EUGMP / WHO-GMP / Japanese Accreditation
- USFDA*

G-60
- ANVISA-Brazil
- WHO-GMP
- COFEPRIS-MEXICO

E-21
- WHO-GMP
- K-FDA(Korean FDA)

N-198
EUGMP, WHO-GMP
& ISO Certification

K-40
WHO-GMP /
COFEPRIS

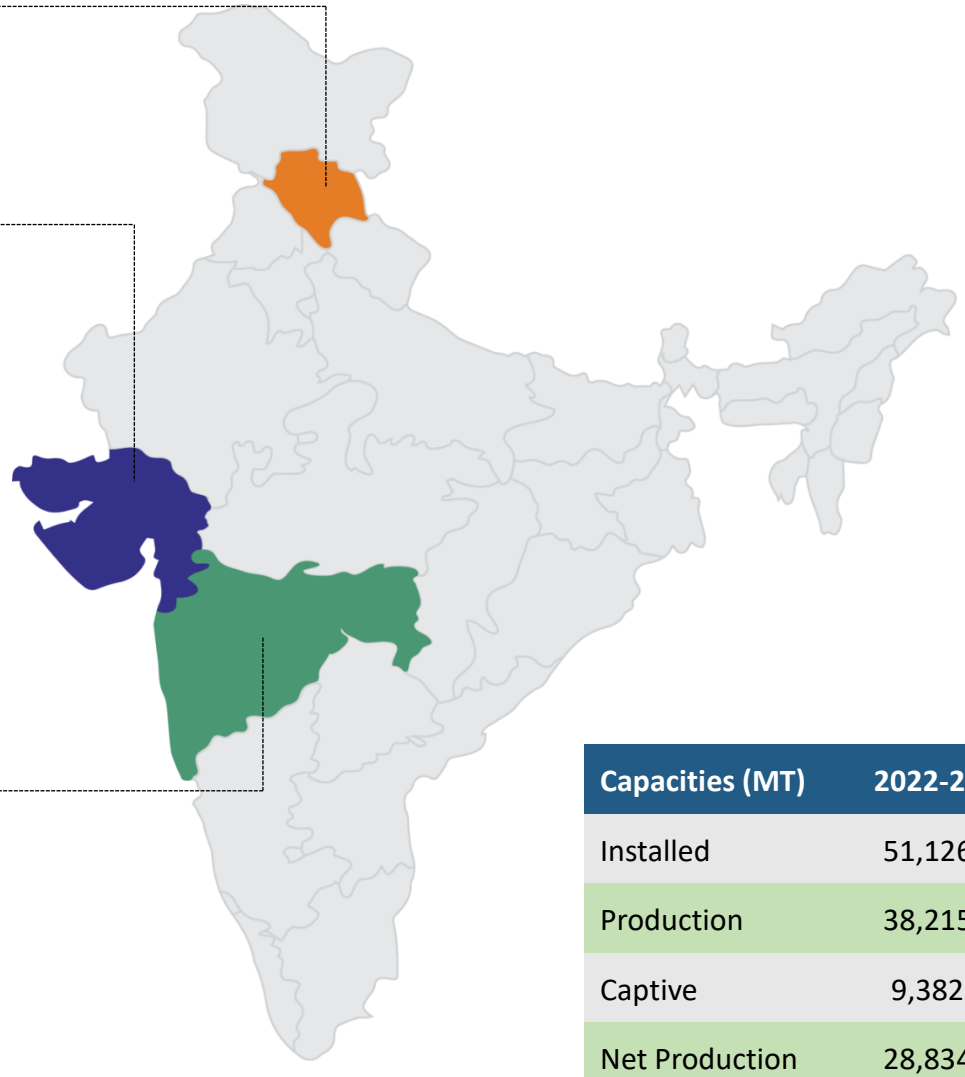
W-61
EUGMP & WHO-GMP

E-120
WHO-GMP

E-9/3
ISO-9001:2008

T-150
Intermediate
ISO Certification

G61/62
ISO certification



- ✓ The capacity of Multi-purpose plant ranges from kilograms to multi tons levels
- ✓ Long term experience of Multi-step synthesis and fractionations at high temperatures
- ✓ **Total reaction capacity in excess of 1300 KL**, consisting of SS and GL reactors across its units, varying from 0.5 KL – 18 KL

Capacities (MT)	2022-23	2023-24	2024-25	2025-26
Installed	51,126	57,179	61,053	**82,512**
Production	38,215	41,116	44,915	**53,139**
Captive	9,382	9,864	11,621	**13,208**
Net Production	28,834	31,251	33,294	**39,931**

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Diversified Geographic Presence

Aarti Drugs Ltd.

North America

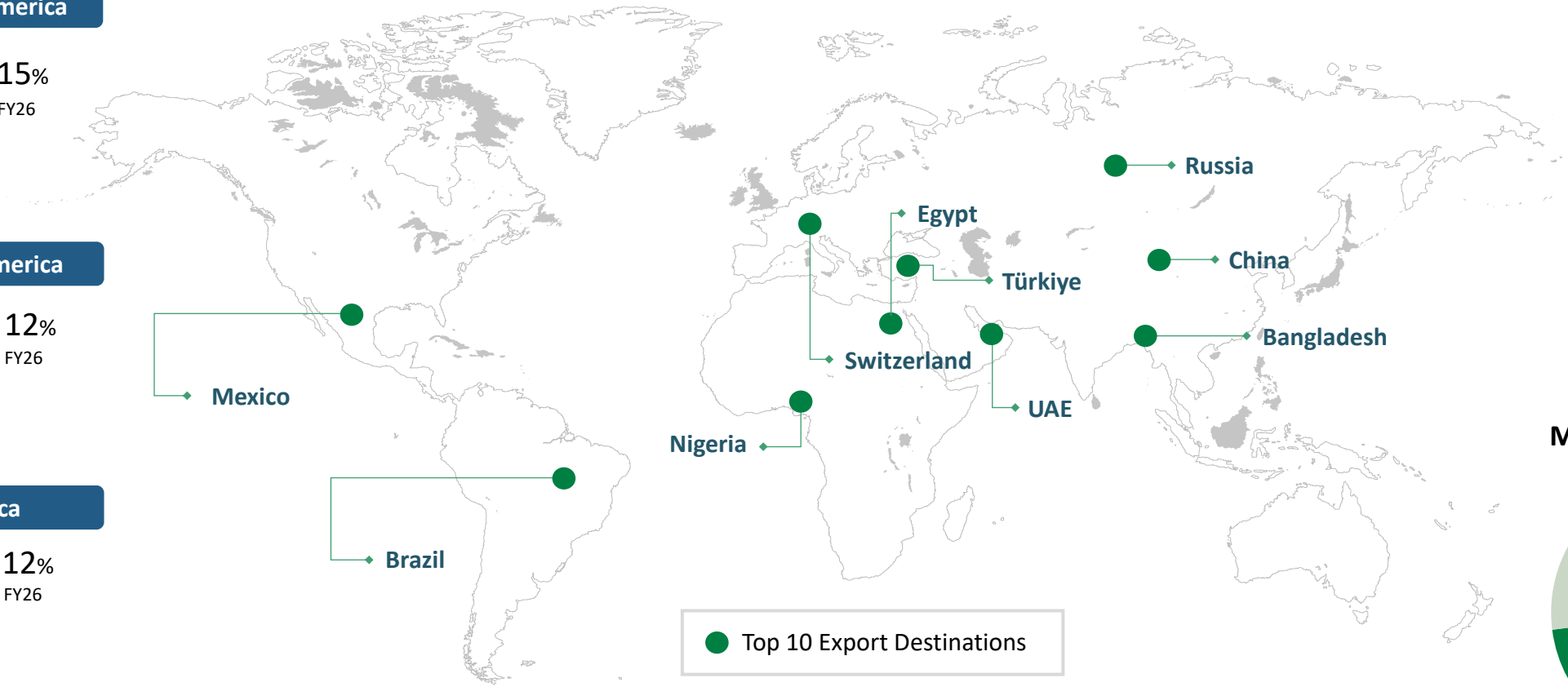
11% FY25 | 15% FY26

Latin America

14% FY25 | 12% FY26

Africa

11% FY25 | 12% FY26



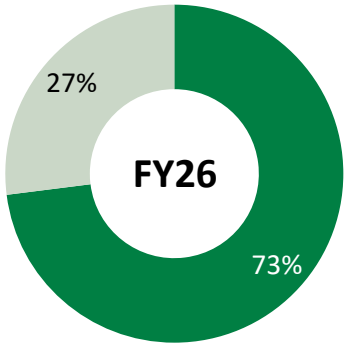
Europe

12% FY25 | 12% FY26

Asia

52% FY25 | 49% FY26

Market Segmentation



Presence in 100+ Countries across 6 Continents ensures diversification and risk minimization

Maps not to scale . All data , information , and maps are provided " as is " without warranty or any representation of accuracy

Our Esteemed Clientele

Aarti Drugs Ltd.





































Our Vision & Mission

Aarti Drugs Ltd.

VISION

To be the Preferred Global Supplier of Bulk Drugs by:

- ✓ Ensuring consistent quality, timely delivery, and competitive pricing
- ✓ Offering customized, customer-centric solutions
- ✓ Adopting cost-effective, safe, and flexible manufacturing practices
- ✓ Upholding high business ethics in all operations
- ✓ Continuously upgrading technology and developing new products



To achieve global market leadership by:

- ✓ Driving product growth and innovation
- ✓ Fostering a winning culture rooted in ethics, values, and collaborative competition
- ✓ Delivering excellence in customer service, quality, and R&D

MISSION

Aarti Drugs Limited has a strong presence across multiple segments with healthy financial standing

Key Executive Management

Aarti Drugs Ltd.



Shri Chandrakant V. Gogri
Chairman Emeritus

- One of the Founder Promoters of the Company
- Has 50+ years of experience across Projects, Operations, Process Development, and Marketing (domestic & international) in the Chemical and Pharma sectors
- Offering strategic guidance to the Board



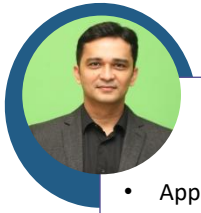
Shri Prakash M. Patil
Management/ Technical Consultant

- Served as Chairman, MD & CEO of Aarti Drugs
- Has over 54 years of experience in the chemical & pharmaceutical industry
- Instrumental in driving the company's strategic direction, project execution, and operational excellence. Actively involved in innovation and expanding global reach



Shri Rashesh C. Gogri
Chairman, Managing Director

- Managing Director of the Company since 2014
- Brings over 27 years of experience in Production, Marketing, and Project Implementation in the Chemical and Pharma sectors



Shri Adhish P. Patil
Managing Director

- Appointed as the Managing Director w.e.f. October 1, 2026 before that he has served as the CFO & COO of Aarti Drugs
- Has 21 years of experience across Manufacturing, Finance, Investor Relations, Compliance, Consulting, and IT in the Pharma and Consulting sectors
- Named among India's Top 100 CFOs in 2014 and Top 200 CFOs in 2023 by StartupLanes



Shri Harshit M. Savla
Joint Managing Director

- Associated with the company since 1987
- Brings over 39 years of experience in Finance, Exports, and Administration
- Played a key role in expanding the Company's API and Formulation businesses



Shri Vishwa H. Savla
Managing Director, Pinnacle Life Science Private Limited

- Actively involved in operations of Pinnacle and Aarti Drugs since the inception of the formulation business
- Specializes in Strategy Management, Export Business, and Market Research in the formulations segment



Shri Harit P. Shah
Executive Director

- Associated with Company since September 1995
- Has over 39 years of experience in Sales, Purchases, and Exports
- Overlooks oversees domestic sales and export operations
- Possesses deep knowledge of the pharmaceutical industry



Shri Nilesh B. Patil
Executive Director

- Associated with Company for over 33 years and served as General Manager – Administration
- Extensive experience in overseeing warehouse operations, coordinating and liaising with various statutory and regulatory authorities, and managing general factory operations and administration

Members of Board

Independent Directors

Aarti Drugs Ltd.



Shri Ankit V. Paleja

Independent Director

- A qualified lawyer with 19 years of legal experience
- Currently a Partner at Crawford Bayley & Co. (Advocates & Solicitors)
- Specializes in Equity Investments, M&A, Banking & Finance, and Corporate Transactions



Smt. Neha R. Gada

Independent Director

- Chartered Accountant and certified Insolvency Professional
- Brings over 24 years of experience in Securities Law and Corporate Law compliance
- Co-founder of Infineon Capital Advisors LLP.



Shri Sandeep M. Joshi

Independent Director

- Holds a Chemistry degree from Mumbai University and an MBA from Symbiosis Institute of Business Management, Pune
- Has 32 years of experience in export marketing and business development in both Indian and international companies



Prof. Bhaskar N. Thorat

Independent Director

- Holds M. Chem. Engg. and Ph.D. in Chemical Engineering from the Institute of Chemical Technology (ICT), formerly UDCT
- Senior Professor of Chemical Engineering at ICT, Mumbai
- Has authored over 100 research publications in reputed international journals



Shri Hasmukh B. Dedhia

Independent Director

- Chartered Accountant with DISA (ICAI) certification
- Brings over 42 years of experience in Audits, Due Diligence, Consultancy, and Business Restructuring
- Expert in Internal Auditing and strengthening internal controls



Shri Ajit E. Venugopalan

Independent Director

- Chartered Accountant by qualification
- Banking professional with over 32 years of experience in the Banking and Finance domain

ESG Initiatives

Aarti Drugs Ltd.

E — Environment

- Zero Liquid Discharge (ZLD)
- Carbon Footprint Reduction
- Eco-friendly Packaging
- Efficient Utilities & Green Technologies

S — Social

- Healthcare Initiatives
- Woman Empowerment
- Fair Trade Practices
- Gender Diversity

G — Governance

- Stakeholder Responsibility
- Risk Management Governance
- Adherence to Regulatory Compliance
- Board Composition and Governance

Awards and Accolades

Aarti Drugs Ltd.

1991

CHEMEXCIL
Outstanding Performance in Export

2001

CHEMEXCIL
Outstanding Performance in Export, Organization of Pharmaceutical Product, Best Vendor

2005-06

AVAYA GLOBAL CONNECT
Customer Responsiveness

2009

CHEMEXCIL
Outstanding Performance in Export

2012

CHEMEXCIL
Outstanding Performance in Latin American Export

2013

ABBOTT
Best Vendor of the year

2014

CHEMEXCIL
Government of India (Ministry of Commerce and Industry)

Certificate of Recognition - Star Export House

2015-19

ABBOTT
Business partner of the year

2020-23

PHARMEXCIL
Outstanding Performance in Export

2024



EcoVadis assessment score is 69, secured the Silver Medal

Industry Overview

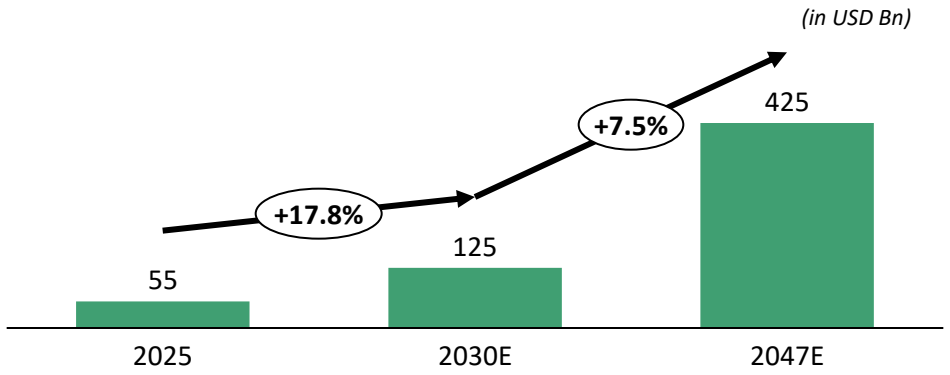


Indian Pharmaceutical Industry

Aarti Drugs Ltd.

Indian Pharmaceutical Market Value

India produces 60,000+ generics drugs across 60 therapeutic categories and supplies 500+ APIs



20% — *India's Contribution to global generic drug exports*

8% share — *API market (third largest globally)*

34% — *Contribution to pharma market by cardiac, gastrointestinal and anti-diabetic segments*

Largest Supplier of Generic Drugs

- India remains the largest global supplier of generic medicines, catering to 20% of global generic drug demand and supplying 60% of the world's antiretroviral (ARV) drugs
- The country fulfills a significant share of demand from the US (40%), the UK (25%), and global health organizations like UNICEF (30%)

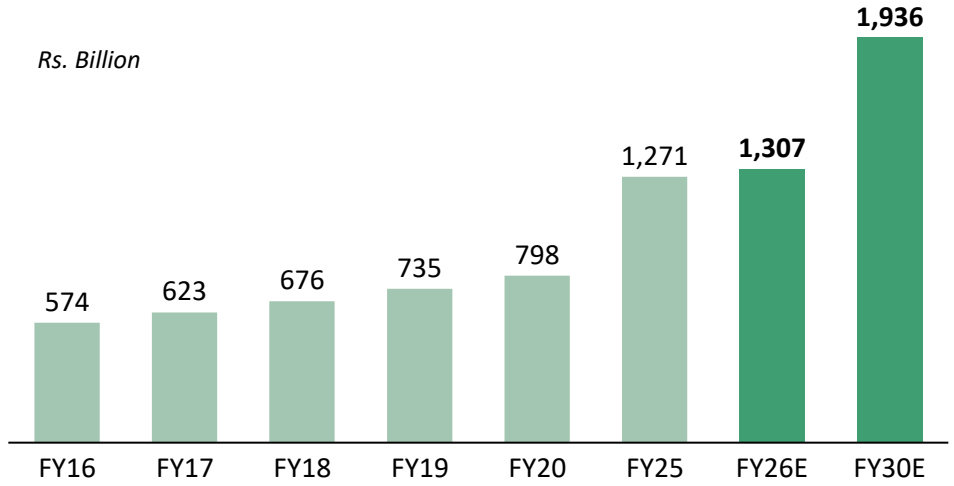
Exports Driven Growth

- Pharmaceutical exports grew to USD 30.5 billion in FY 2024–25, registering a 9.4% year-on-year increase
- This was supported by a diversified portfolio and expansion into new geographies
- Formulations and biologics continue to account for 75% of total exports
- The United States remains the largest export destination, followed by markets such as the UK, Brazil, France, and South Africa

API Leadership

- India is ranked as the third-largest API market in the Asia-Pacific region, enjoying an 8% market share in the global market

Market size of Active Pharmaceutical Ingredient (API) industry in India from 2016 to 2020 with estimates until 2026



Source: KPMG, Indian Pharma Outlook, Global Market Estimates

Multiple Triggers will lead to high Growth Momentum

Aarti Drugs Ltd.

Robust Domestic Demand

- Rising domestic population
- Higher Insurance Coverage penetration

Increased Investments

- 100% FDI in the pharmaceutical sector under automatic route

Government Support

- Increased government spending on hospitals and healthcare
- Rs. 15,000 crores Production-Linked Incentive (PLI) Scheme for Enhancing India's Manufacturing Capabilities
- Atmanirbhar Bharat scheme for making India self reliant

Technology

- Artificial intelligence will help the pharmaceutical industry to design new and automated algorithms which will help to achieve faster, precise, accurate, and repeatable results

Innovation and R&D

- Focus to develop new complex generic drugs, supplemented by the New Drugs and Clinical Trial Rules, 2019 and the Atal Innovation Mission.

Cost Advantage

- Quality services at marginal costs compared to US, Europe, and South Asia
- Expertise in low-cost generic patented drugs and a movement towards end-to-end manufacturing

Key Strengths & Growth Drivers



Unique Competitive Position

Aarti Drugs Ltd.

Economies of Scale	Good Purchasing Power	Long-term relationship; repeat business from customers	4 decades of experience
Superior Quality	Client Diversification	Strong International presence	Less regional dependence

Known brand in API space + **Process improvement R&D, cost leadership** + **Phase-Wise Capex to mitigate debt trap risks** + **Green field projects** + **High entry barriers**

- Reliable in terms of quality and timely deliveries. Honouring commitments in changing market conditions
- Thus, fundamentals right from procurement, production till sales have a strong foundation and sound setup
- Newer capacities established since last two years will help grow top-line
- Sufficient land parcels in industrial zones in Maharashtra and Gujarat to take care of green field projects in next 3 to 4 years
- High regulatory standards
- Capex requirements
- Long gestation period
- R&D costs

Aarti Drugs is well poised to overcome industry challenges

Aarti Drugs Ltd.

Specialized player in the highly challenging Pharmaceutical Industry

Industry's Unique Challenges

- ✓ High R&D costs
- ✓ Long gestation period
- ✓ Time consuming approval procedures
- ✓ Demands large variety and small batch size orders
- ✓ Highly complex manufacturing
- ✓ Stringent quality & compliance requirements in developed markets
- ✓ Highly competitive industry

Aarti Drug's Core Competencies

- ✓ Demonstrated manufacturing excellence for 4 decades
- ✓ R&D focused, driven by continuous improvement and innovation
- ✓ Ability to consistently deliver high quality products on timely basis
- ✓ Meeting stringent regulatory & compliance requirements of domestic & international regulators
- ✓ Long standing relationships with leading pharmaceutical companies
- ✓ Fully integrated facilities – lower outside dependence for sourcing raw materials

Well placed to capitalize on future growth opportunities

Growth Strategies

Aarti Drugs Ltd.

Strategic pivot to scaling Regulated Market Sales through expansion of Formulations and Oncology Product Portfolio

- ✓ Aarti Drugs manufactures APIs but also has a formulation business (via Pinnacle Life Sciences) that makes oral solid dosage (OSD) products
- ✓ Now expanding into oncology and other therapeutic-area medicines
- ✓ OSD business already has EDQM approvals and the oncology facility has USFDA and UK-MHRA approvals
- ✓ Deeper penetration into regulated-markets with better realizations
- ✓ Aarti Drugs is currently pursuing expansion into new geographies
- ✓ Total ~330 regulatory filings submitted across 16 targeted geographies
- ✓ Commenced commercial operations in Latin America and a few African markets
- ✓ Continuing to undertake new registrations in export markets and government tenders

₹200 Crore Investment

Invested over last 24 months solely for oncology development and pipeline growth

Premium Pricing and Technical Moat

Shifting toward specialized chemistry products that carry premium pricing than standard APIs and may enjoy entry barriers

Regulated Market Sales

Developing a robust product pipeline for regulated global markets, leveraging USFDA, MHRA and EDQM approvals

Therapeutic Expansion

Expanding beyond traditional APIs into complex medicine categories for global patients

Growth Strategies

Capacity Expansion and Backward Integration leading to improved Asset turns

Commencement of Operations

- Operationalized two greenfield facilities
  - Sayakha Amines
  - Tarapur Salicylic acid
- Sayakha facility manufactures Di-, Mono-, and Tri-methylamines (DMA, MMA, TMA) and derivatives, which are key inputs for APIs such as Metformin.
- The facility is strategically aimed at backward integration
- leverage
- Tarapur facility operations scale-up in progress

01

Anti-diabetic

- Current capacity: ~1,400 TPM
- Scaling to: 2,000–2,200 TPM (existing site)
- Additional 800 TPM brownfield expansion underway
- ~500 TPM targeted for USFDA markets
- Construction completion expected in 6-8 months
- Expected impact includes margin expansion, cost control, and improved operating
- Launch of Gliptins to further enhance category

02

Antiprotozoals

- Enhancing the position in the Indian market focused on selected products, aimed to increase production capacity by ~40%
- Secured approval to market the products in China, expanding into new territories
- Pursuing incremental expansions and improving downstream products within the antiprotozoals segment

03

Anti-inflammatory

- Targeting highly regulated markets, undertaken the construction of a multi-purpose facility
- The brownfield expansion of existing facilities is underway for few therapeutic drugs in this segment
- Expected annual revenues of ~Rs. 35-50 Crores based on product selection

04

Brownfield / Greenfield Capacity Expansion

Backward Integration

De-bottlenecking

→

Asset Turn - 2.5x

Revenue:
Rs. 1,200 crores
+
Captive consumption:
Rs. 300 crores

→

Revenue Growth

Higher Margins

Higher RoCE

Capex of Rs. 600 crores complete; Boosting capacity, margins

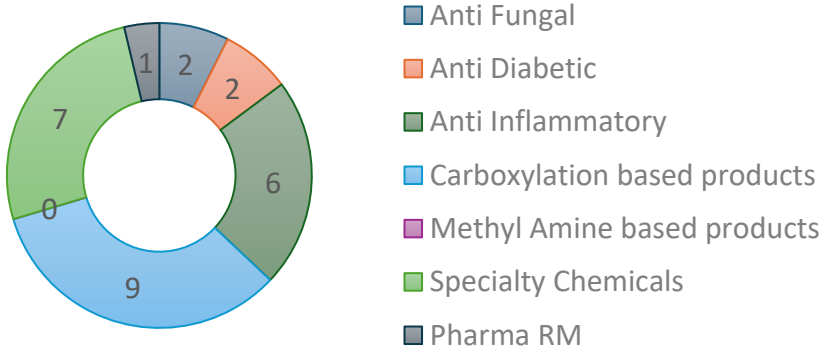
Product Pipeline

Aarti Drugs Ltd.

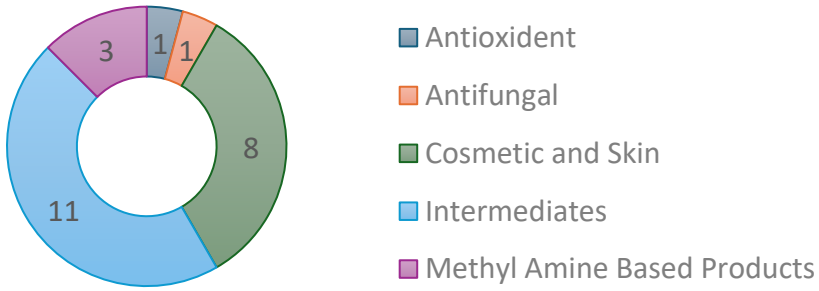
As of 31-Mar-26

API

Product Under Development



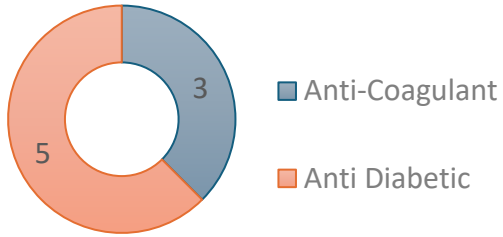
Product Under Pipeline



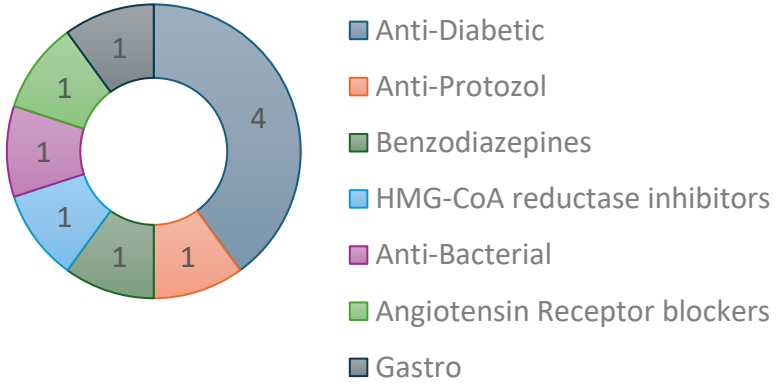
Number of Products

Finished Dosages

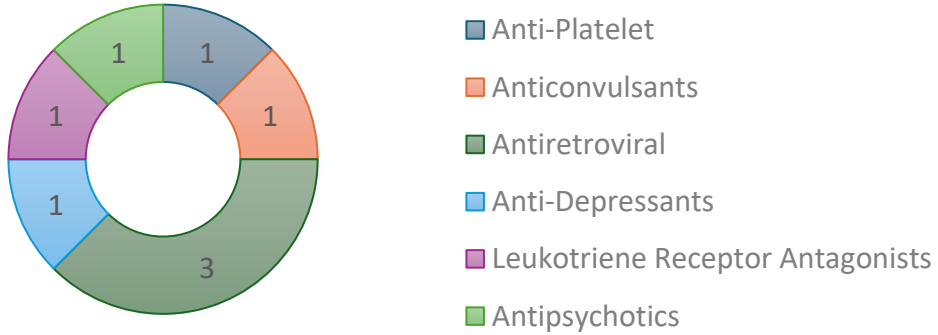
Product Under Development : New Age Molecules For regulated Markets



Product Under Development: LATAM & Emerging Markets



Product Under Development



Strong R&D thrust on continuous innovation

Aarti Drugs Ltd.

R&D Center at Tarapur

- Supports manufacturing facilities at Tarapur and Sarigam on API process development
- Pilot plant used for kilo scale manufacturing
- Recognized by Department by Science and Industrial Research (DSIR) Government of India
- Frequent visits of Experts and Professors from ICT and Council of Scientific and Industrial Research (CSIR) for guidance for product development

R&D Center at Turbhe

- Supports development of complex generics for in-house formulation business
- Developing complex oral solids for Regulated as well as Emerging markets

- ✓ Well supported by in-house project management team to ensure timely implementation of new products on commercial scale
- ✓ Developed 30+ APIs (new and existing) in last 5 years
- ✓ Developing new age Formulation products for Europe, USA, Australia, Brazil, Canada & Chile for Day 1 launches
- ✓ Plans to expand R&D capabilities to develop complex Semi solids (creams & ointments) as well as Oral liquids
- ✓ Majority of products developed with integrated API provides an end-to-end control

2
Doctorates

75
Master Graduated (M.Sc.)

3
Technicians

Rs. 66 Crores
R&D Spends (FY26)

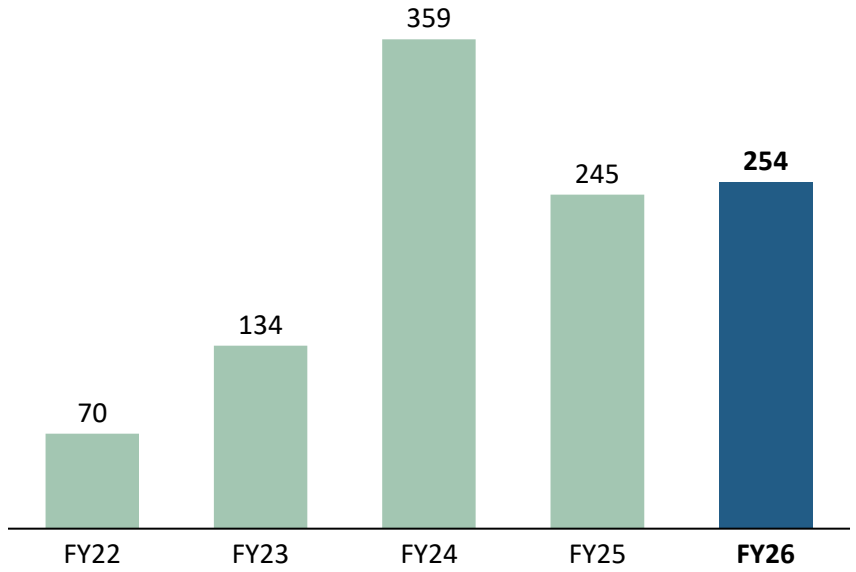
38
Graduates (B.Sc.) & Engineers

Robust Balance Sheet

Aarti Drugs Ltd.

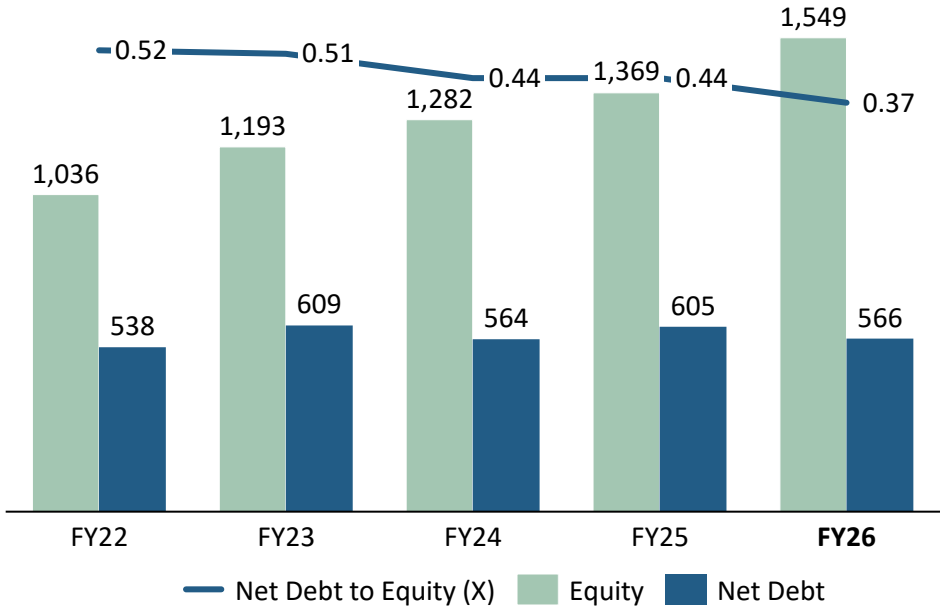
Net Operating Cashflow

(in Rs. Crore)



Debt to Equity Profile

(in Rs. Crore)



Strong cashflows led to robust Balance Sheet giving financial flexibility for Growth

Strong net operating cashflow generation

Low leverage provides Balance Sheet strength

Historical Financial Performance



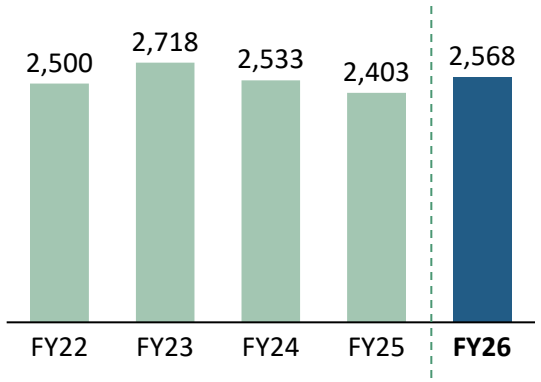
Aarti Drugs Ltd.

Historical Consolidated Performance

Aarti Drugs Ltd.

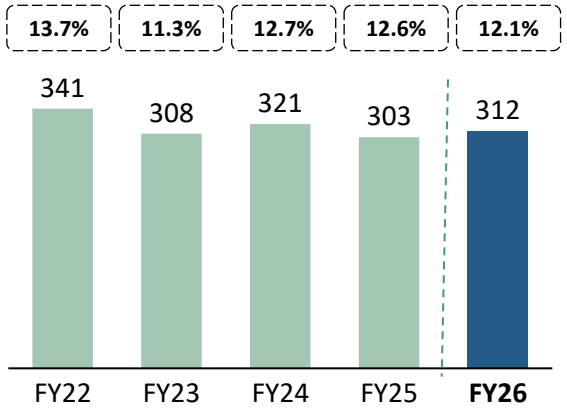
Total Revenue

(in Rs. Crore)



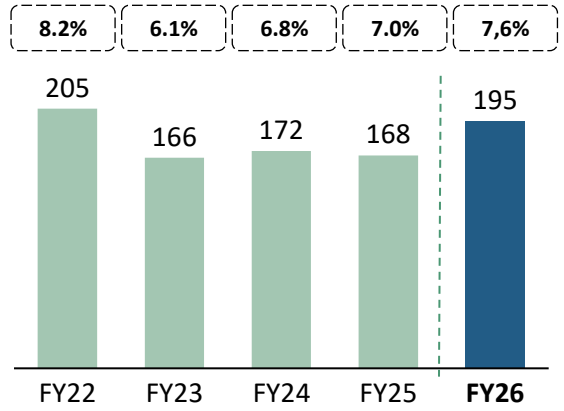
EBITDA & EBITDA Margin

(in Rs. Crore)



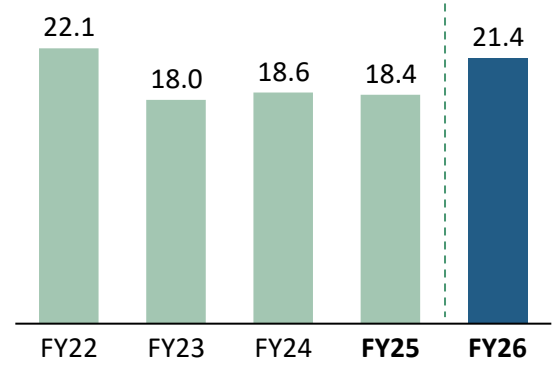
PAT & PAT Margin

(in Rs. Crore)



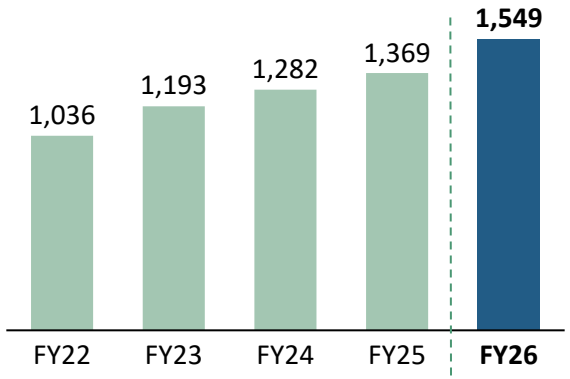
Earnings Per Share

(in Rs.)

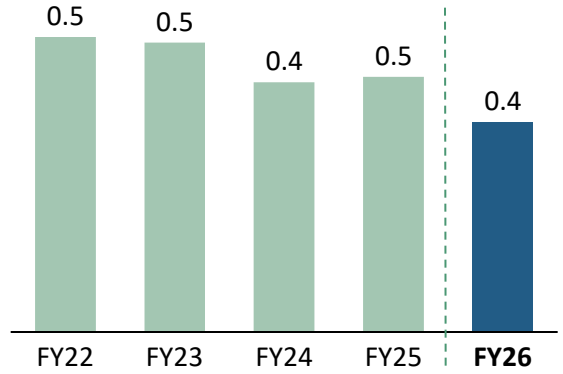


Net Worth

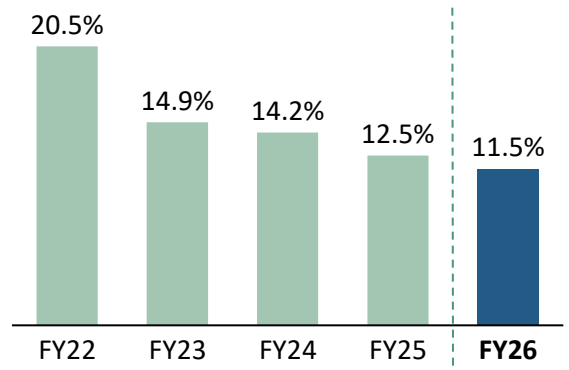
(in Rs. Crore)



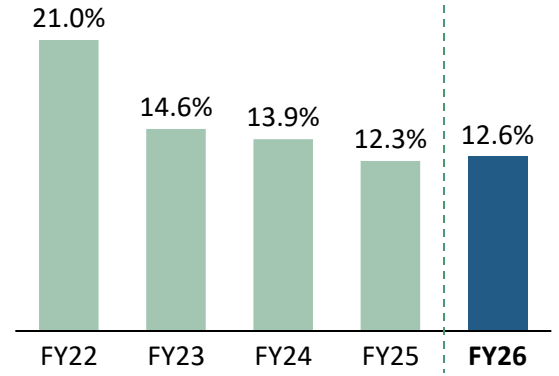
Leverage (X)



RoCE (%)



RoE (%)



Note: EBITDA includes other income

Historical Profit & Loss Statement

Aarti Drugs Ltd.

Particulars (Rs. Crore)	FY26	FY25	FY24	FY23	FY22
Net Revenue from Operations	**2,565.3**	**2,387.0**	**2,528.6**	**2,716.1**	**2,488.6**
Other Income	2.4	16.4	4.0	2.2	11.3
COGS	1,618.7	1,542.1	1,677.7	1,888.5	1,688.8
Gross Profit	**949.0**	**861.3**	**854.9**	**829.8**	**811.1**
Gross Margin (%)	***37.0%***	**36.1%**	**33.8%**	**30.6%**	**32.6%**
Employee Expenses	129.3	112.1	102.3	92.0	82.8
Other Expenses	508.1	445.8	432.1	429.9	387.5
EBITDA	**311.6**	**303.4**	**320.5**	**307.9**	**340.8**
EBITDA Margin (%)	***12.1%***	**12.7%**	**12.7%**	**11.3%**	**13.7%**
Finance Costs	33.7	35.9	33.5	33.3	20.7
Depreciation	67.0	55.8	51.4	50.3	50.0
PBT	**210.9**	**211.8**	**235.5**	**224.2**	**270.0**
Taxes	16.0	43.7	63.9	57.8	65.0
Profit After Tax	**194.9**	**168.1**	**171.6**	**166.4**	**205.0**
PAT Margin (%)	***7.6%***	**7.0%**	**6.8%**	**6.1%**	**8.2%**
Earnings Per Share (EPS)	21.36	18.35	18.56	17.97	22.12

Note:
1. Total Revenue, EBITDA and PAT exclude Rs.11.34 crore of interest income on IT refunds receivable from the Income Tax Department for FY25
2. FY26 tax figure includes IT Tax refund of Rs.16.38 crores

Consolidated Balance Sheet

Aarti Drugs Ltd.

Equities & Liabilities (Rs. Crore)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Equity					
Equity Share capital	91.3	91.3	91.9	92.6	92.6
Other Equity	1,457.6	1,277.7	1,189.6	1,099.8	943.8
Non Controlling Interest	0.4	0.3	0.4	0.2	-0.1
Total Equity	**1,549.2**	**1,369.3**	**1,282.0**	**1,192.6**	**1,036.3**
Financial liabilities					
(i) Borrowings	256.9	284.0	275.3	204.7	138.5
(ii) Lease Liabilities	0.9	1.7	0.9	0.4	1.9
(iii) Other Financial liabilities	0.2	0.2	0.2	12.4	9.6
Deferred tax liabilities (Net)	81.3	78.2	75.7	71.0	72.4
Provisions	4.6	4.3	2.7	3.0	9.2
Total Non Current Liabilities	**343.8**	**368.4**	**354.9**	**279.3**	**231.6**
Financial liabilities					
(i) Borrowings	318.0	328.2	287.1	401.8	399.8
(ii) Lease Liabilities	0.9	1.2	0.9	2.0	2.6
(iii) Trade Payables	477.9	416.1	425.5	480.3	468.7
(iv) Other financial liabilities	22.8	20.2	26.3	14.0	0.0
Provisions	8.1	4.3	3.0	4.4	3.7
Other current liabilities	87.4	66.9	51.6	42.8	65.2
Current tax liabilities (Net)	0.0	0.0	1.2	4.2	0.0
Total Current Liabilities	**915.1**	**837.0**	**795.5**	**949.5**	**940.1**
Total Equity and Liabilities	**2,808.1**	**2,574.7**	**2,432.4**	**2,421.4**	**2,208.0**

Assets (Rs. crores)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Non Current assets					
Property, Plant and Equipment	1,068.3	856.3	808.2	673.2	685.7
Capital work in progress	213.8	330.2	260.9	210.4	76.7
Intangible assets	16.4	7.1	1.2	0.8	0.2
Right to use assets	1.7	2.7	1.8	2.2	4.1
Financial Assets					
(i) Investments	27.3	22.4	20.0	18.8	19.5
Other non-current assets	20.0	17.6	19.7	23.7	28.4
Total Non Current Assets	**1,347.5**	**1,236.3**	**1,111.6**	**929.1**	**814.6**
Current Assets					
Inventories	490.8	472.9	485.9	516.3	525.9
Investments					
(i) Trade receivables	829.9	751.2	704.6	864.8	749.9
(ii) Cash and Bank Balances	8.8	7.6	9.4	9.0	22.3
(iii) Other Financial Assets	15.5	15.1	11.3	12.0	12.6
(iv) Loans	0.7	0.8	0.2	0.3	0.0
Current Tax Assets	-7.1	10.0	0.0	0.0	0.0
Other current assets	122.2	80.9	109.3	89.4	82.6
Total Current Assets	**1,460.6**	**1,338.4**	**1,320.7**	**1,492.3**	**1,393.4**
Total Assets	**2,808.1**	**2,574.7**	**2,432.4**	**2,421.4**	**2,208.0**

Consolidated Cash Flow statement

Aarti Drugs Ltd.

Particulars (Rs. Crore)	FY26	FY25	FY24	FY23	FY22
Net Profit before Tax and Extraordinary items	**210.9**	**211.8**	**235.5**	**224.2**	**270.0**
Adjustments for: Non-Cash Items / Other Investment or Financial Items	102.8	84.3	83.0	85.2	70.4
Operating profit before working capital changes	**313.7**	**296.1**	**318.5**	**309.3**	**340.4**
Changes in working capital	-64.2	3.6	102.8	-116.3	-187.4
Cash generated from Operations	**249.4**	**299.7**	**421.3**	**193.0**	**153.0**
Direct taxes paid (net of refund)	4.1	-55.1	-62.4	-59.7	-83.4
Net Cash from Operating Activities	**253.5**	**244.6**	**358.9**	**133.3**	**69.6**
Net Cash from Investing Activities	**-173.4**	**-164.6**	**-223.7**	**-164.0**	**-148.9**
Net Cash from Financing Activities	**-77.4**	**-82.1**	**-136.0**	**16.5**	**92.0**
Net Decrease in Cash and Cash equivalents	2.7	-2.2	-0.8	-14.1	12.8
Add: Cash & Cash equivalents at the beginning of the period	4.6	6.7	7.5	21.6	8.8
Cash & Cash equivalents at the end of the period	**7.3**	**4.6**	**6.7**	**7.5**	**21.6**

Rewarding Shareholders over time

Aarti Drugs Ltd.

Distribution Policy

Considering various financial parameters, the Company may elect to distribute

~15% to 30%

of Consolidated Net Profits

Distributed ~Rs. 69.48 Crore as Dividend over last 7 years

+

Distributed ~ Rs. 229.15 Crore through buyback of shares over last 7 years

=

Distributed ~ Rs. 278 Crore in form of dividend & buyback of shares over last 7 years



Aarti Drugs Ltd.

Thank You

Company: Aarti Drugs Limited

CIN: L37060MH1984PLC055433

Aarti Drugs Ltd.

Mr. Rushikesh Deole

investorrelations@aartidrugs.com / +91 22 24048199

www.aartidrugs.co.in

Investor Relations: Strategic Growth Advisors (SGA)

CIN: U74140MH2010PTC204285

SGA Strategic Growth Advisors

Mr. Deven Dhruva / Ms. Krisha Shrimankar

deven.dhruva@sgapl.net / krisha.shrimankar@sgapl.net

Tel: +91 98333 73300 / +91 87797 99281