



EY Entrepreneur of the year-2013



FROST & SULLIVAN
Best Practices-2013



Business today/YES bank
Excellence Awards-2013



Date: 23 June 2026

To BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400001	To National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai – 400051
Security Code: 540596	Symbol: ERIS

SUBJECT: CORPORATE PRESENTATION

REF: REGULATION 30 OF SEBI (LODR) REGULATIONS, 2015

Dear Sir/Madam,

In terms of Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed the corporate presentation made by the Company.

Furthermore, the corporate presentation of the Company is also disseminated on the website of the Company at <https://eris.co.in/eris-at-a-glance/>.

Thanking you.

For Eris Lifesciences Limited

Milind Talegaonkar
Company Secretary and Compliance Officer
ICSI Mem. No.: A26493

Registered & Corporate Office:

Shivarth Ambit, Plot No. 142/2, Ramdas Road, Off SBR, Near Swati Bungalows, Bodakdev, Ahmedabad – 380054
Phone: +91-79-69661000/1001 • Email: eris@erislifesciences.com • Web Site: www.eris.co.in • CIN: L24232GJ2007PLC049867



Eris

**POWER OF EMPATHY
TRUTH OF SCIENCE**

**CORPORATE
PRESENTATION**

June 2026

- 
- **Introduction**
 - **Domestic Branded Formulations**
 - **R&D, Technology & Manufacturing**
 - **International Business**



• Domestic Branded Formulations

- Among the **Top-20** Indian pharmacos in **less than 20 years** since inception; youngest company on the list
- Strong **presence in Super-Specialty** segment accounting for **80%** of revenue
- **Top-5** market position (by revenue) in **Anti-Diabetes** therapy with a **6%** market share
- **Leading position in Insulins (RHI and Glargine)** with a **16%** market share
- **Strong start in Gx Semaglutide** with our brand **Sundae ranked #1 by sale volume in Month-1**

• International Business

- Our products are marketed in **70+ countries** around the world through our **global distribution network**
- Comprised **11%** of consolidated revenue in **FY26** with significant growth potential

• Technology and Manufacturing

- **State of the art R&D Center** with a **~65-member** team focused on Solids, Steriles, Semi-Solids and NDDS
- **Manufacturing capabilities** across a wide range of dosage forms, technologies and specialties
 - **ANVISA and PIC/s** accredited **Injectable** units with a **wide range** of presentations
 - **WHO-GMP Biologics** units for recombinant Drug Substance & Drug Product manufacturing
 - **ANVISA-approved** multi-dose campus for Oral Solid Dose, Oral Liquids and Topicals

LEVERAGED ACQUISITIONS TO ENTER HIGH-VALUE THERAPIES



**FY22 Revenue INR 195 cr;
10% EBIDTA margin**

Revenue INR 50 cr

**FY23 Revenue INR 280 cr;
37% EBIDTA margin**

**Oaknet – entry into
Derma (INR 650 cr.)**

**Derma Brands from
Reddy's (INR 275 cr.)**

**70% of Swiss
Parenterals Ltd.
(INR 875 cr.)**

**Eris BioNxt
(INR 105 cr.)**

**30 % Stake in Swiss
Parenterals
(INR 423 cr.)**

May-22

Jan-23

Mar-23

Nov-23

Feb-24

Apr-24

Sep-24

Oct-24

Jan-26

**Glenmark Derma
Brands (INR 340 cr.)**

Revenue INR 85 cr

**Biocon Nephro & Derma
Business (INR 366 cr.)**

**Revenue INR 100 cr;
19% EBIDTA margin**

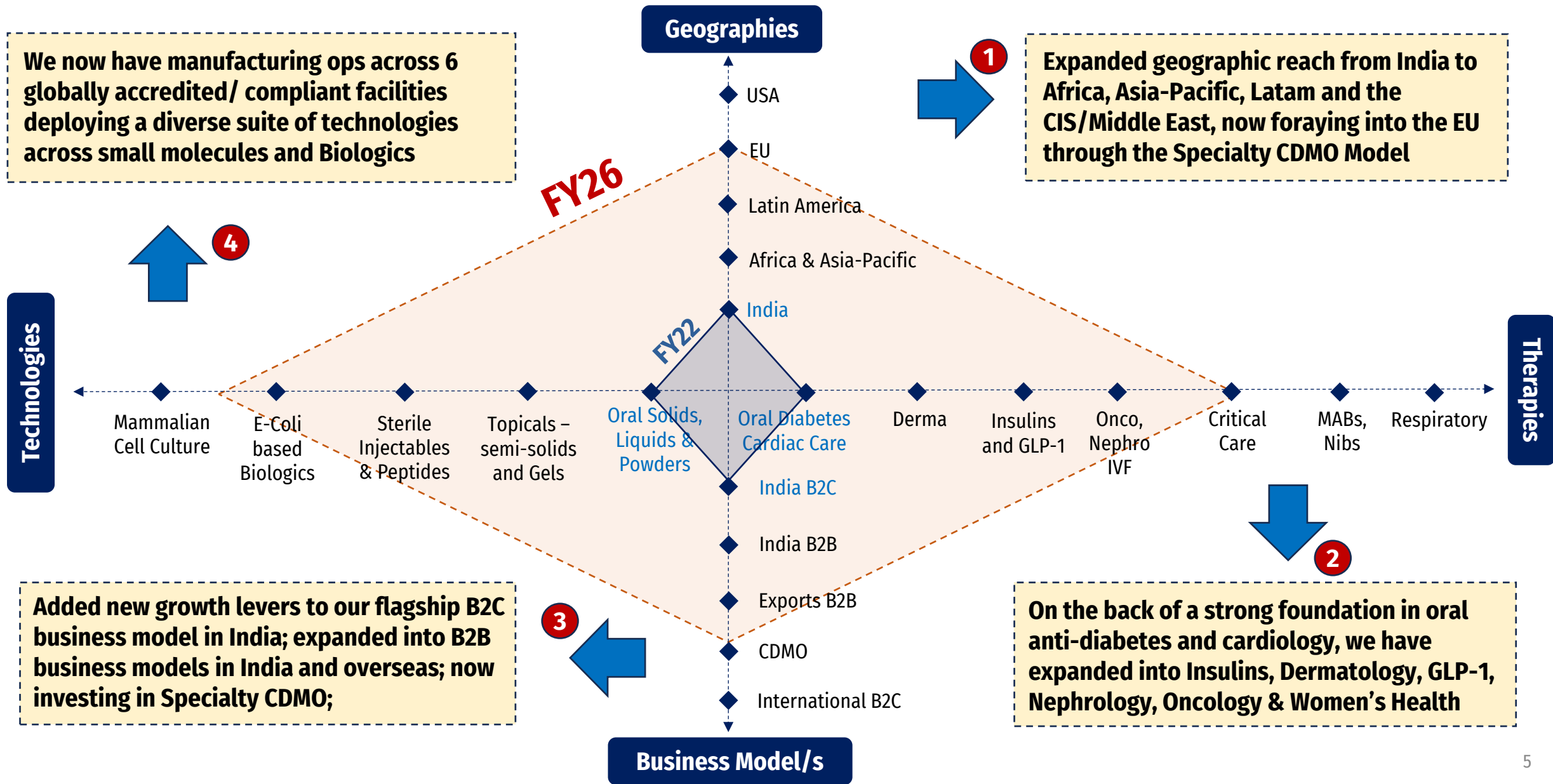
**Biocon Injectable
Business (INR 1,242 cr.)**

**Revenue INR 360 cr;
19% EBIDTA margin**

**30% Stake in
Levim Lifetech (Bio)**

Total investment of INR 4,300+ cr. in acquisitions over FY23-FY26

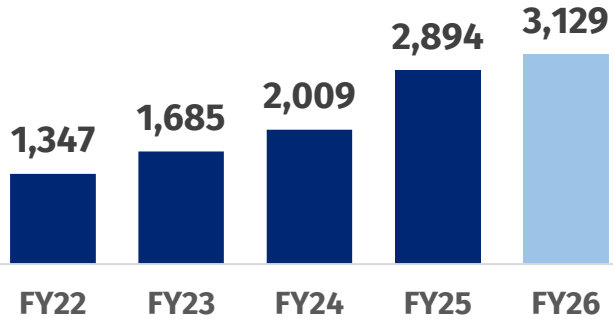
SIGNIFICANT EXPANSION IN THERAPEUTIC & GEOGRAPHIC FOOTPRINTS



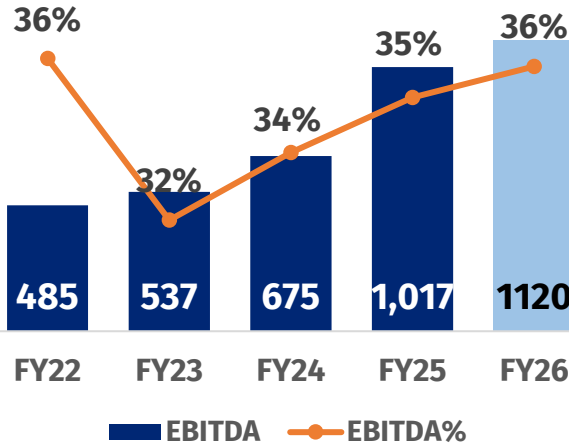
ALL ACQUISITIONS INTEGRATED; EBIDTA MARGIN EXPANDED 400 BPS SINCE FY23



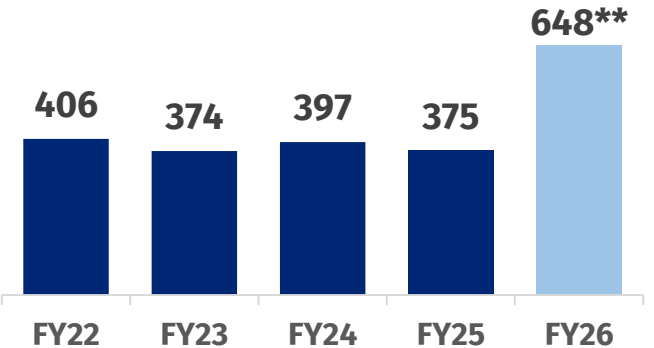
REVENUE (INR CR)



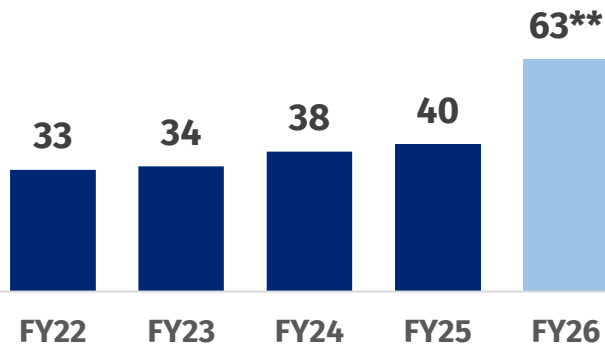
EBITDA (INR CR)



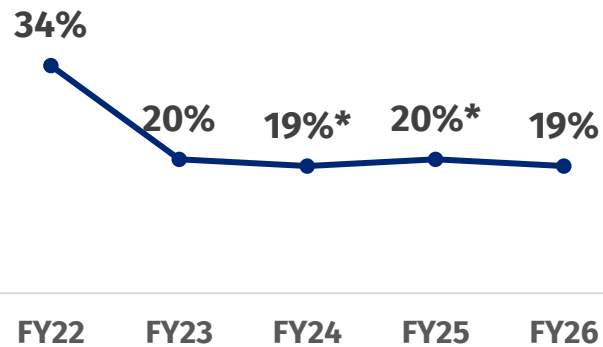
PAT (INR CR)



CASH EPS (INR)



ROCE



FY23 – FY26

Business Integration and Operating Margin Expansion
32% (FY23) to 36% (FY26)

Operating Cashflow to EBITDA
75% average[^]

** PAT from operations = Rs. 498 cr; Reported PAT includes One-off upside Rs. 150 cr. from a deferred tax adjustment

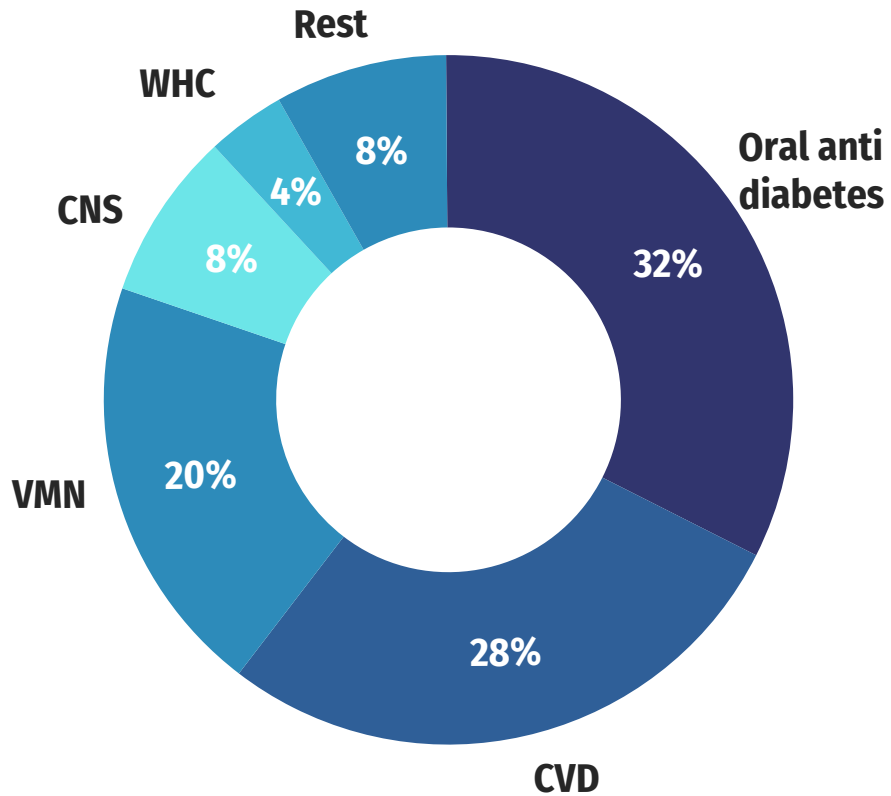
[^]Historical average from FY 17 to FY26; Adjusted for GST-related one-off items on brand acquisition

* Excludes the impact of M&A related amortisation; For FY24, adjusted EBITDA is based on full-year proforma EBIT of FY24 acquisitions

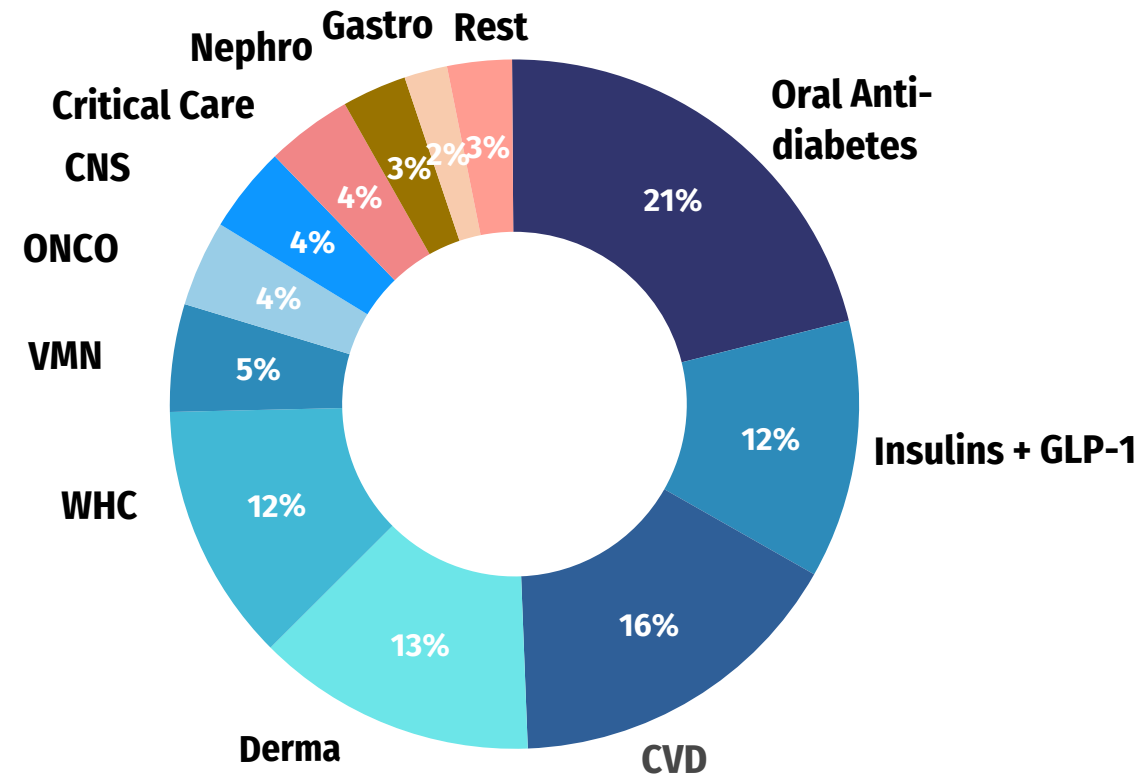
- 
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EXPANDED OUR DOMESTIC CVM/ TAM BY 43% DURING MAR-22 TO MAR-2026

MAT Mar'22 Revenue = Rs. 1,662 cr.



MAT Mar'26 Revenue = Rs. 3,318 Cr.



43% expansion in CVM/ TAM – from Rs. 82,000 Cr. to ~ Rs. 1,17,000 Cr.

INDIA-CENTRIC STUDIES FOCUSED ON IMPROVING DISEASE MANAGEMENT



India Head and Neck Cancer Study

About the Study

Long Term Results Of A Randomized Phase III Study Of Nimotuzumab
Participants - 536

Outcome

- ✓ Nimotuzumab Improves Survival Rates in Head & Neck Cancer
- ✓ **Nimotuzumab** with Radiotherapy and Cisplatin gives a 10-yr overall survival rate of **33.5%** compared to **22.5%** in patients who received only Radiotherapy and Cisplatin

Presentation

Presented in
ASCO Poster Session 2024



About the Study

Cardiovascular risk in newly diagnosed T2DM patients in India
Participants – 5080 | Physicians - 1932
27 Indian States

Outcome

- ✓ 49% patients had **HbA1c > 8**
- ✓ **82.5%** patients had at least **one lipid profile abnormality**
- ✓ **66%** patients classified overweight
- ✓ **42%** patients were **hypertensive** (45% Men had Hypertension 37.5% Women had Hypertension)

Publication

Public Library of Science (PLOS*) Journal



About the Study

One of its kind study on Hypertension based on India population
Participants – 18,918 | Doctors – 1,233 | 15 Indian States

Outcome

- ✓ **42% misdiagnosis** - 23.7% of the respondents had **white-coat hypertension** and 18% of the respondents had **masked hypertension**
- ✓ Indians have an average resting heart rate of **80 beats per minute**, higher than the desired rate of 72 beats per minute.

Publication

Journal of Hypertension**

* US-based non-profit publisher of peer-reviewed content in science, medicine and technology established in the year 2000

** The official journal of the International Society of Hypertension and the European Society of Hypertension



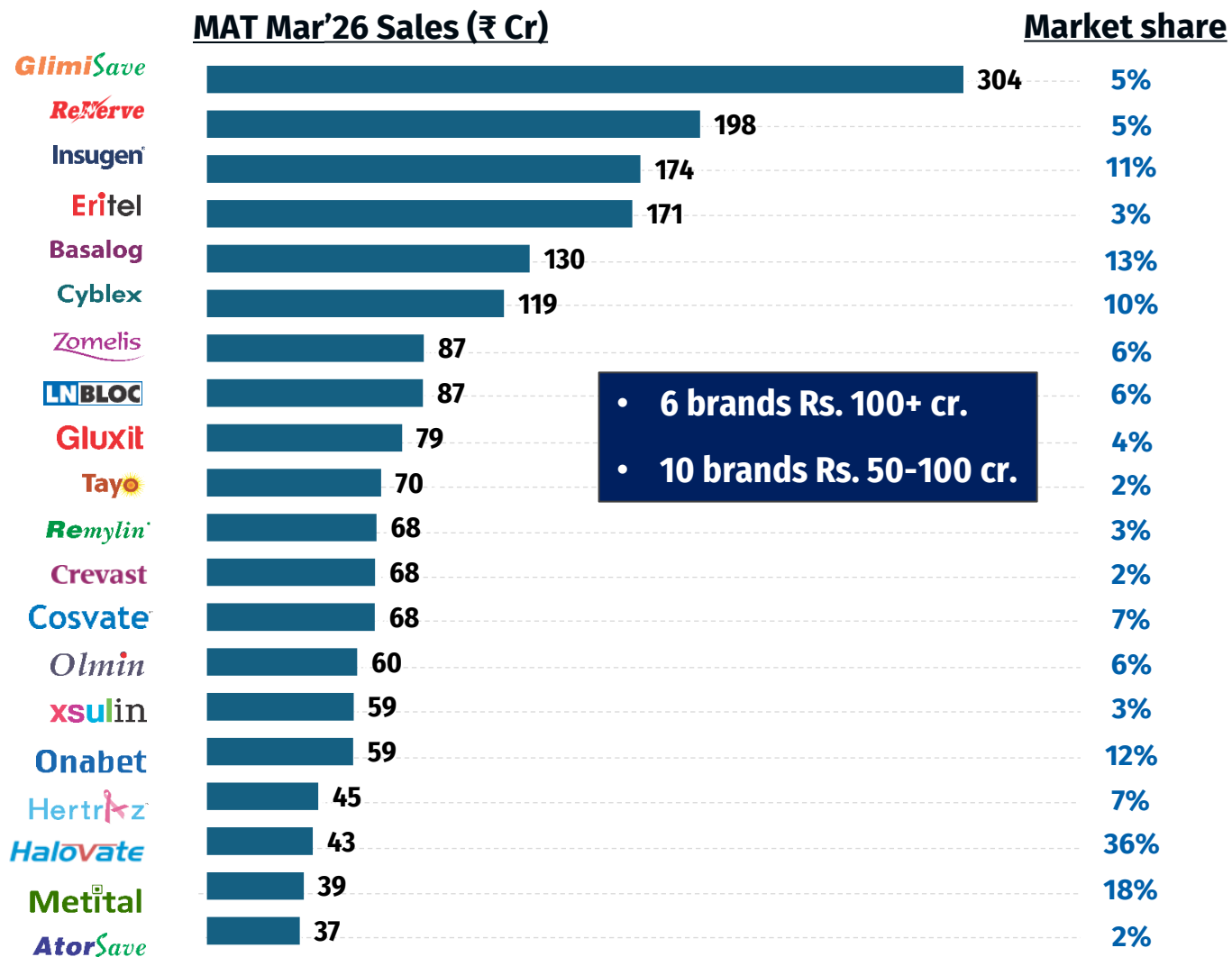
Key elements of Eris Patient Care Platform



- **Objective - Bring cutting-edge healthcare solutions to patients through the involvement of Key Opinion Leaders**
- **State-of-the-art diagnosis at home, followed by customised treatment plans**
- **Helped tens of thousands of patients towards healthier lives through initiatives such as ABPM, CGM, Holter and Sleep studies**

DOMINANT POWER BRANDS; SUCCESSFULLY LEVERAGED LOE OPPORTUNITIES

Our Top 20 Mother Brands with Market Share



Successfully Leveraged LOE (Loss of Exclusivity) Opportunities

Zomelis

▶ **Vildagliptin** – Launched Dec-19
Rank #2 among BGx

Gluxit

▶ **Dapagliflozin** – Launched Oct-20
Rank #4 among BGx

Glura

▶ **Sitagliptin** – Launched Jul-22
Rank #11 among BGx

Linares

▶ **Linagliptin** – Launched Feb-22
Rank #2 among BGx

Raricap[®] FCM

▶ **FCM Injection** – Launched Jul 22
Rank #6 among BGx

Linares-E
Empagliflozin 25mg + Linagliptin 5 mg Tablets

▶ **Empagliflozin** – Launched Sep 23
Rank #1 among BGx

ESTABLISHED PLAYER IN ANTI-DIABETES WITH A FULL-SPECTRUM PRESENCE

Eris ranks in Anti-Diabetes therapy

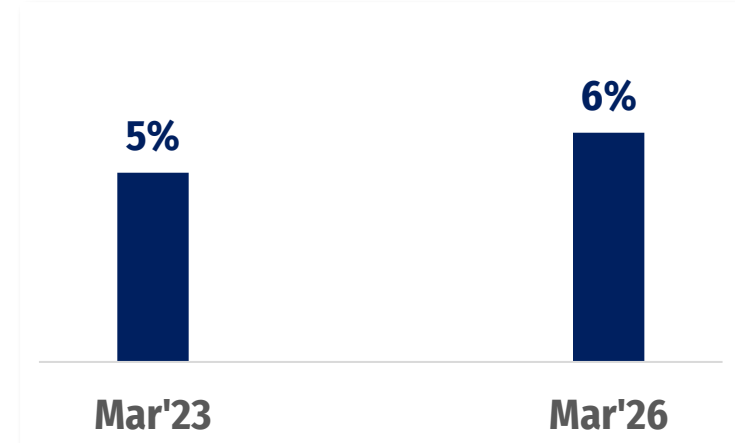
By Revenue*



By # Rx



Eris market share in Anti-Diabetes*

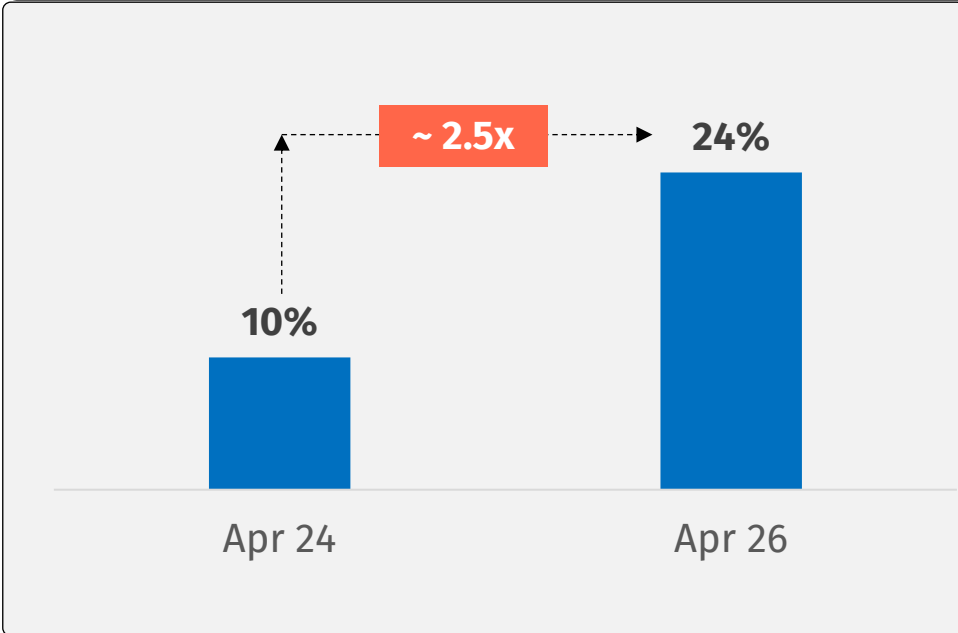


- The only **19-year** old company to have achieved a **Top-5** market rank in Anti-Diabetes
- And the **only** company with a dominant presence in **Oral** as well as **Injectable** Diabetes
- Market share* expansion from **4.9%** to **5.9%** in the last two years
- Dominant player in **RHI** and **Glargine** with a **16%** market share
- Commercial engine consisting of ~ **1,200** MRs and ~ **500** Managers – among the largest in India
- Powered by one-its-kind **Patient Care Initiatives (PCI)** platform

INSULINS – SIGNIFICANT EXPANSION POST BIOCON ACQUISITION

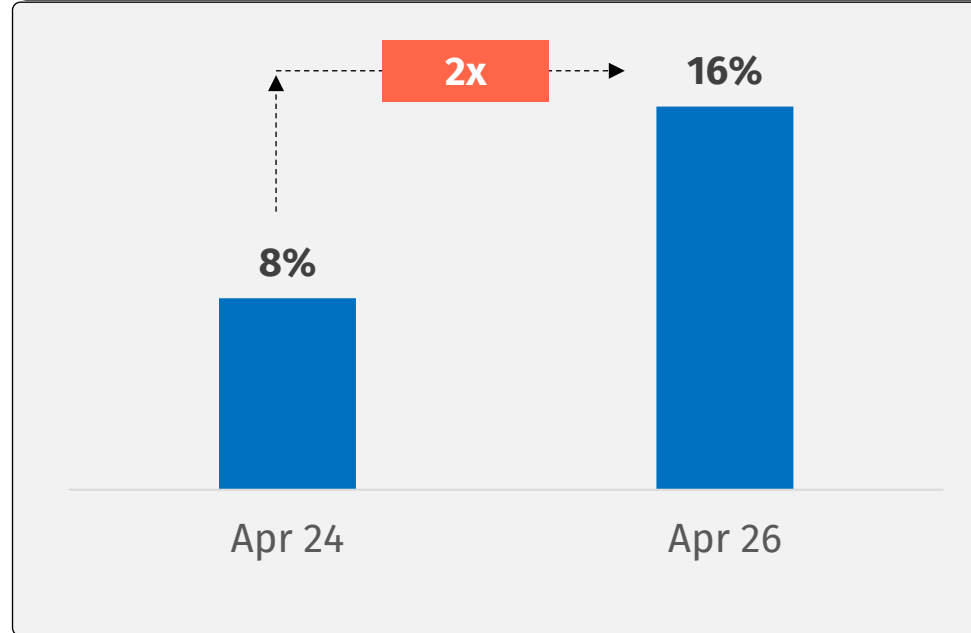


RHI Cartridges – Eris market share by Sales



Market share expanded by ~ 2.5x since acquisition

RHI + Glargine – Eris market share by Sales



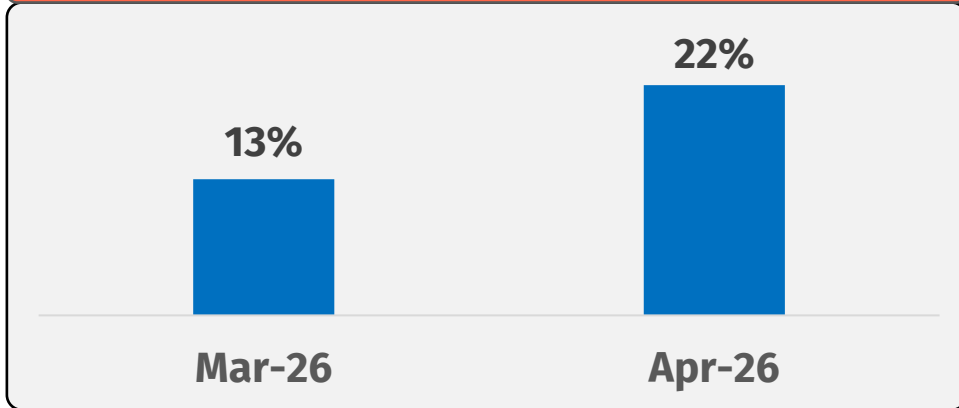
Market share expanded by 2x since acquisition

Objective - 25% market share in Insulin+Glargine

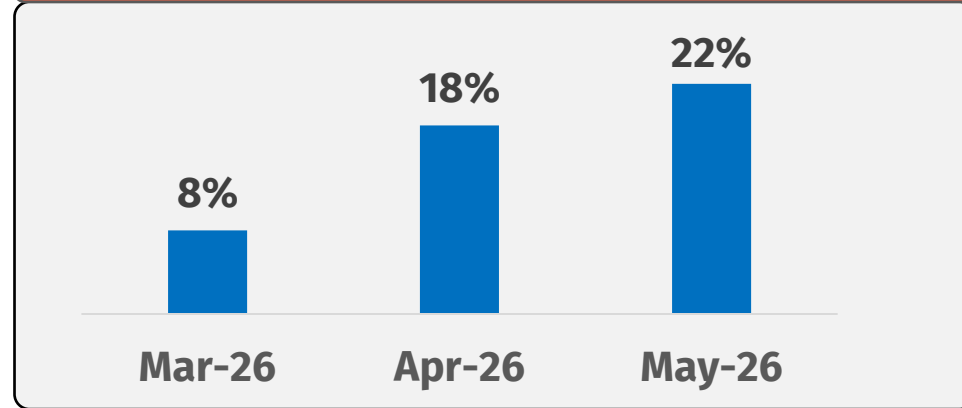
- Achieved in RHI Carts segment
- On course to replicate in the overall RHI+Glargine market

SUNDAE Gx INJECTABLES – ERIS RANKS #1 BY SALE VOLUME AND #2 BY SALE VALUE

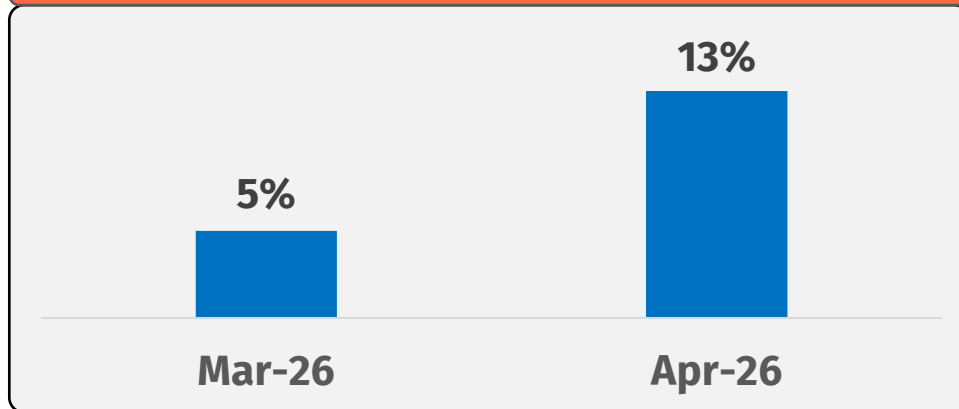
Injectables Sema – Eris market share by Sale Units



Injectables Sema – Eris market share by Rx



Injectables Sema – Eris market share by Sale Value



- **Strong start for Eris in Gx Sema injectables**
 - **22% share of prescriptions**
 - **22% share by sale units – Rank #1**
 - **13% share by sale value – Rank #2**
- **Eris clocked a Pens market share in Apr-26 of 11% (volume) and 6% (value) despite a mid-April launch with just one SKU (2 mg)**



- **Our debut performance reflects the present strength of our Injectable Diabetes platform**
- **Market size and structure for Semaglutide evolving in line with our guidance**
 - **Market size estimate in Month-1 = 1.5 to 2 lakh active users of Gx Sema**
 - **Over 75% of Sema prescriptions are being driven by Diabetes (rather than Obesity)**
- **Vials share of injectable Gx Sema units ~ 21% in Apr-26; expecting to settle down at 25-30%**
- **We launched the product in a phased manner post LOE**
 - **Sundae vial in Mar-26**
 - **Sundae Pen - 2 mg in mid-April**
 - **Sundae Pen – 4 mg in early May**
 - **Obesity SKU – expected in July-26**

SUNDAE – SALIENT FEATURES OF OUR SEMAGLUTIDE LAUNCH (Contd..)

- Our products are **priced lower than competition** – we believe these are more sustainable price points in the long term
 - Vials priced at **Rs. 1,290/ unit**
 - Pens priced at **Rs. 3,200/ unit** – for both 2 mg & 4 mg SKUs
- Our first month performance **validates** our ingoing **thesis** of being able to take a leading position in Gx Semaglutide based on the **strength of our Insulins franchise**
 - A long-standing and one-of-its kind **patient care platform** focused on developing and nurturing long-term relationships with patients
 - **Credibility** and market share with **KOLs in Diabetes and Endocrinology**
 - Established supply chain and experience with **cold chain products**
- **Tailwinds** expected for **Sundae Pens** starting **Q2 FY27**
 - **In-sourcing** of Sundae Pens manufacturing – Phase-I capacity ~ **5 mn units p.a.**
 - With significant **margin improvement**



- **DBF Revenue Guidance**
 - **FY26 Base revenue = Rs. 2,778 cr.**
 - **FY27 growth guidance = 1.3x of CVM growth**

- **DBF EBIDTA guidance**
 - **EBIDTA margin 37% - similar level as FY26**
 - **H2 margin expected to be higher than H1**

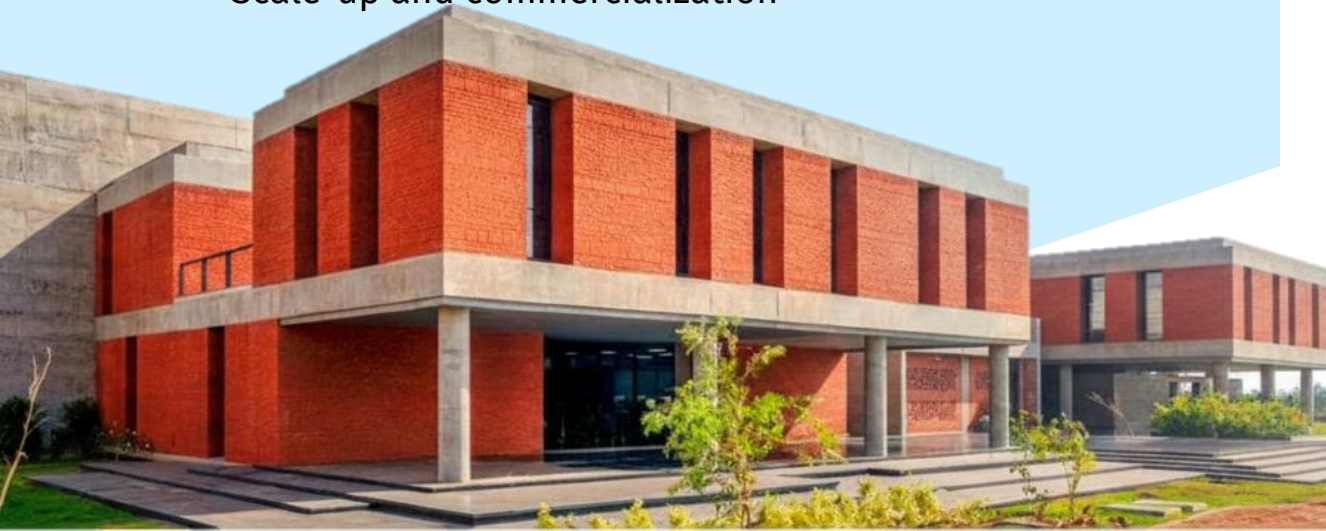
- 
- Introduction
 - Domestic Branded Formulations
 - **R&D, Technology & Manufacturing**
 - International Business

STATE-OF-THE-ART R&D CENTRE WITH A WIDE RANGE OF DOSAGE CAPABILITIES



R&D Facility is situated in our **Unit-3 Campus**, which is a **15-minute commute** from our sterile facilities (**Unit-1 and Unit-2**)

- ✓ State-of-the-art **11,000 sq. ft.** center
- ✓ Multidisciplinary team of ~ **65 scientists**
- ✓ **Dedicated labs and zones** for:
 - Formulation Development
 - Analytical Development
 - Technology Transfer
 - Regulatory and Research Quality Assurance
- ✓ **Co-location** with flagship manufacturing facilities enables a **seamless** and integrated approach to:
 - Product development
 - Technology transfer
 - Scale-up and commercialization



Formulation Development Capabilities

Dedicated Production Lines for various dosage forms:

- Injectable, Oral Solid, Oral Liquid, and Topical Semisolid formulations

Advanced Processing Equipment:

- High-Shear Granulator, Fluidized Bed Processor, Auto-Coating System
- Blister Packaging Line for oral dosage forms

Aseptic Fill-Finish Technologies:

- Lyophilization Unit for Freeze-Dried Parenteral
- Ampoule and Vial Filling and Sealing Machines

Analytical Development Capabilities

Chromatographic Systems: GC, HPLC (PDA, RI & Florescence Detector), UPLC for qualitative and quantitative analysis.

Spectroscopic Instruments: UV-Visible Spectrophotometer for assay and dissolution profiling.

Dissolution Testing Apparatus: USP Apparatus I & II for in vitro release studies

Rheological & Physical Testing Tools: Viscometer for semisolids and suspensions

Stability Infrastructure:

- ICH-Compliant Stability Chambers (25°C/60% RH, 30°C/65% RH, 30°C/75% RH and 40°C/75% RH)
- Deep Freezers for cold chain and thermolabile APIs

OUR DIABESITY PRODUCT PIPELINE SPANNING INSULIN ANALOGS AND GLP-1



Candidate	H1-F26	H2-F26	H1-F27	H2-F27	H1-F28	H2-F28
Insulin Analogues ~ Rs. 1,700+ cr. p.a. market with 3-year CAGR of 11% - presently dominated by Innovator						
Aspart			★			
Aspart Mix	Form. Dev.	Ph-I trial	Phase-III trial		★	
Degludec	Preclinical studies		Ph-I trial	Phase-III trial		★
Degludec + Liraglutide Comb.	Preclinical studies		Ph-I trial	Phase-III trial		★
Aspart + Degludec Comb.	Preclinical studies		Ph-I trial	Phase-III trial		★
Launched GLP 1 - expected TAM of ~ Rs. 3,000-4,000 cr. in Yr 1						
Semaglutide (Synthetic)	Partnership with Natco		★			
Semaglutide (Recombinant)	Preclinical studies		Ph-I trial	Phase-III trial		★

BUILDING MOMENTUM IN OUR SMALL MOLECULE PIPELINE OF INNOVATIVE FDCs* AND FIRST-TO-MARKET PRODUCTS



	FY23	FY24	FY25	FY26
Start of Year pipeline	0	3	7	14
Additions during the year	5	8	10	15
Launches in the year	2	4	3	17
Pipeline entering next year	3	7	14	22 (for FY27)

A modest beginning in FY23.....now a pipeline of 30+ active candidates

* FDC stands for Fixed Dose Combinations

SIX MANUFACTURING UNITS ACROSS A WIDE RANGE OF TECH/ DOSAGE FORMS



**AMD CAMPUS – INJECTABLES,
DERMATOLOGY AND ORAL SOLIDS**



AMD – GENERAL INJECTABLES



AMD – BETALACTAM INJECTABLES



BIOLOGICS FILL-FINISH – BHOPAL



BIOLOGICS BULK – CHENNAI



GUWAHATI – ORAL SOLIDS



TWO STERILE MANUFACTURING FACILITIES IN AHMEDABAD

Unit 1 – General Injectables – Ampoules, Vials, Dry Powders, PFS, Lyophilised



Dosage Form	Units per month
Liquid Ampoules	8 million
Liquid Vials	3.6 million
Dry Powder Vials	2.6 million
Prefilled Syringes	1.3 million
Lyophilized Vials	800,000
Inhalation	200,000

Unit 2 – Beta-lactams Dry Powder – Dedicated blocks for Cephalosporins, Penicillins, Penems

Category	Units per month
Cephalosporins	4.2 million
Penicillins	2.6 million
Carbapenems	3.6 million



- **Unit-3 (general injectables) under construction**
- **Planned commissioning in Q1 FY28**



- Drug Substance manufacturing for niche recombinant biological products including complex conjugates
- Facility suitable for peptides such as GLP-1, Insulin Analogs, recombinant proteins, PEGylated proteins & Antibody Drug Conjugates
- EU-GMP, ANVISA and PIC/s approvable
- Pipeline consisting of Oncology, Hormonal and GLP-1 products



- Biologics drug product facility capable of handling Insulins, GLP-1, MABs and rDNA products
- Currently operational for Insulin Vials
- Liquid Cartridges for Insulins/ GLP-1 to be commissioned from July-26
- MABs fill-finish under installation (Liquid/ Lyo Vials and PFS) – will be commissioned by Dec '26
- EU-GMP, ANVISA and PIC/s approvable

BIOLOGICS DRUG SUBSTANCE MANUFACTURING FACILITY AT CHENNAI



- New microbial biologics Drug Substance facility
- Plot area ~ 5 acres with room for expansion
- Installed capacity of 100 kg+ per annum output of niche recombinant biologics with flexibility of 2 trains.

Area	Capacities
Upstream (fermentation)	<ul style="list-style-type: none">• Fermenters : 200 L - 1500L x 2 Trains• Homogenizers : upto 500 LPH• Centrifuge : upto 1,000 LPH• Mixing Tanks : 100 – 15,000L
Downstream (purification)	<ul style="list-style-type: none">• Mixing Tanks : 100 – 10,000L• Chrom System : 600 – 2,400 LPH with 300 - 1000 mm dia columns• Prep HPLC : 500 – 1,500 LPH with 200 - 450 mm dia columns• TFF systems : 7.5 – 12.5 m2 cassette• Lyophilizers : 3 m2 shelf area
Utilities	HVACs, Water treatment-WFI (1000 LPH) & PW (4000 LPH), Boiler (3 T), Chiller (300 TR), ETP (150 KLD)





Capabilities across 4 presentations

- ✓ Liquid Vials
- ✓ Prefilled Syringes
- ✓ Lyophilised Vials
- ✓ Liquid Cartridges

- Presently manufacturing **Vials (Liquid/ Lyo)** and **Liquid Cartridges** for Insulin **Glargine** and **RHI (Recombinant Human Insulin)**
- **MABs block** - To commission **Vials (Liquid/ Lyo)** and **Prefilled Syringes** from H1 FY 27
- Total annual capacity (by mid 2027)
 - Liquid **Cartridges** (Insulins/ GLP) = **75 million**
 - Liquid/ **Lyo Vials** (Insulins) = **130+** million
 - **MABs Vials** = **12 million**
 - **MABs Prefilled Syringes** = **12 million**

ANVISA APPROVED MULTI-DOSE MANUFACTURING CAMPUS IN AHMEDABAD

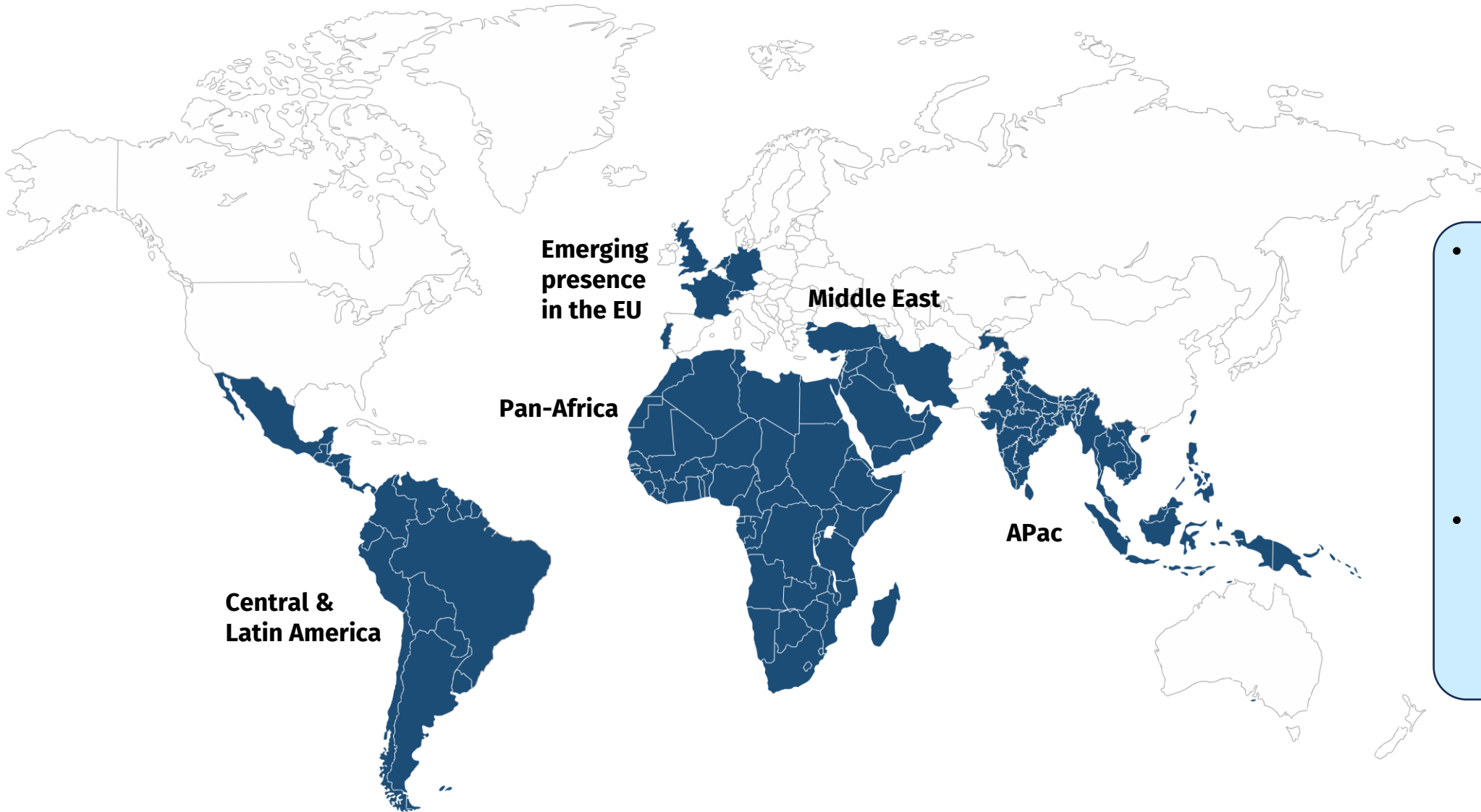


Installed capacities per month

- Oral Solids – 200 mn
- Oral Liquids – 1.5 mn
- Topicals – 7 mn
- Injectables – 3 mn

- 
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INTERNATIONAL BUSINESS – PRESENCE ACROSS 70+ WORLD MARKETS



- **Our International Presence spans 70+ countries across Latin America, Africa, Asia Pacific, the Middle East and CIS countries**
- **ANVISA approval for injectable facilities in Aug 2025 paves the way for Brazil market launch**

KEY INTERNATIONAL ACCREDITATIONS FOR OUR INJECTABLE FACILITIES



EU-GMP INSPECTION OUTCOME

- **Both sites inspected by an EU regulatory agency during 9th to 13th March '26**
- **Received list of non-compliance observations in April '26**
- **Observations are procedural in nature, requiring improvement to comply with the principles and guidelines of GMP under the Directive (EU) 2017/1572**
- **Minimal impact on existing business**
- **Delay in the commercialization of EU-CDMO product pipeline**

FY27 BUSINESS GUIDANCE

- **Remediation of EU Audit observations remains a priority**
- **FY27 guidance (existing business)**
 - **Revenue growth 18-20%**
 - **EBIDTA margin at similar level as FY26**
- **EU-CDMO products commercialization – post (re)inspection and (re)approval of facilities**



This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions.

Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and the underlying assumptions and statements, other than those based on historical facts, including, but not limited to, those that are identified by the use of words such as 'anticipates', 'believes', 'estimates', 'expects', 'intends', 'plans', 'predicts', 'projects' and similar expressions. Risks and uncertainties that could affect us include, without limitation:

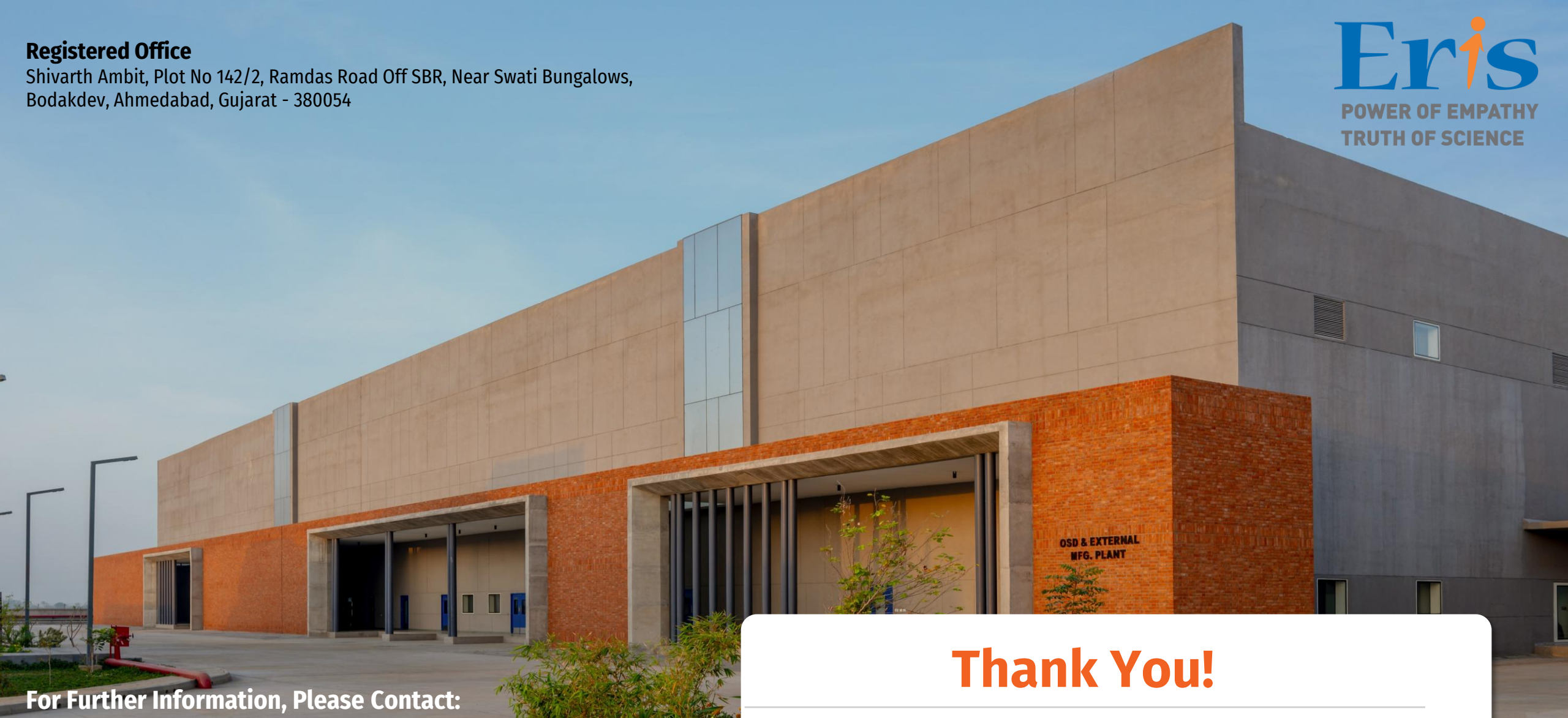
- General economic and business conditions in the markets in which we operate;
- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in the healthcare sector;
- Changes in the laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in the political conditions in India and in other global economies.

Should one or more of such risks and uncertainties materialise, or should any underlying assumption prove incorrect, actual outcomes may vary materially from those indicated in the applicable forward-looking statements.

Any forward-looking statement or information contained in this presentation speaks only as of the date of the statement. We are not required to update any such statement or information to either reflect events or circumstances that occur after the date the statement or information is made or to account for unanticipated events, unless it is required by Law.

Registered Office

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Bodakdev, Ahmedabad, Gujarat - 380054



For Further Information, Please Contact:

Kruti Raval / Atul Modi

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Thank You!



<https://eris.co.in/>



investor.relations@eris.co.in



APPENDIX



BUSINESS STRUCTURE AND HOLDINGS

Eris Lifesciences Limited

Eris Therapeutics Limited

Eris Oaknet Healthcare Private Ltd (Step-down subsidiary)
Aprica Healthcare Limited (Step-down subsidiary)

Eris Healthcare Private Limited

Eris M. J. Biopharm Private Limited

Eris BioNxt Private Limited

Earlier known as Chemman Labs Private Ltd

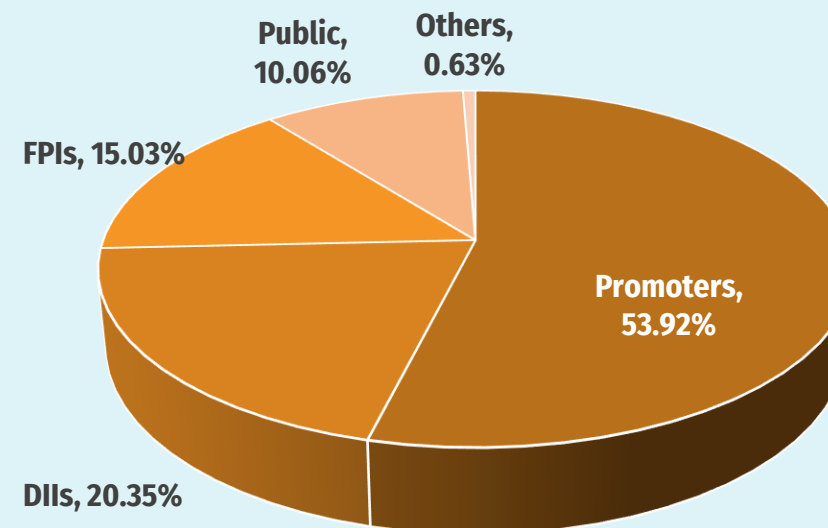
Levim Lifetech Private Limited (JV)

Swiss Parenterals Limited

Eris Pharmaceuticals Limited

Earlier known as Eris Pharmaceuticals Private Limited

Shareholding Pattern as of Mar 2026



Shareholding pattern is as on 31st Mar 2026

NSE Symbol	ERIS
BSE Ticker	540596
Market Cap (₹ Cr)	20,514
Shares Outstanding (Cr)	14
Industry	Pharmaceuticals

FINANCIAL SUMMARY (1/2)

P&L Summary	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
Revenue	982	1,074	1,212	1,347	1,685	2,009	2,894	3,129
Gross Profit	828	903	974	1,089	1,333	1,629	2,180	2,334
Gross Profit Margin (%)	84.4%	84.0%	80.3%	80.8%	79.1%	81.1%	75.3%	74.6%
Operating EBITDA	345	368	431	485	537	675	1,017	1,120
Operating EBITDA Margin (%)	35.1%	34.3%	35.5%	36.0%	31.9%	33.6%	35.2%	35.8%
PBT	317	331	394	442	405	431	489	656
PBT Margin (%)	32.3%	30.9%	32.6%	32.8%	24.0%	21.5%	16.9%	21.0%
PAT	291	297	355	406	374	397	375	648
PAT Margin (%)	29.6%	27.6%	29.3%	30.1%	22.2%	19.8%	12.9%	20.7%
EPS	21.15	21.61	26.16	29.89	28.10	28.82	25.85	36.09*
Dividend (per share)	0	2.87	5.50	6.01	7.35	-	7.35	7.21
Cash Flow Generation								
Operating Cash Flow (OCF)	223	271	375	378	292	486	1,065	538
OCF as % of EBITDA	64.7%	73.6%	87.2%	78.0%	54.4 % *	72.0%	104.7%	48%

Source: Consolidated Financial Statements, INR Cr .

• OCF as % of Ebitda adjusted for Acquisition related one-off items = 75%

* EPS from Ops

FINANCIAL SUMMARY (2/2)

	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
Margin (%)								
Gross Margin	84.4%	84.0%	80.3%	80.8%	79.1%	81.1%	75.3%	74.6%
EBITDA Margin	35.1%	34.3%	35.5%	36.0%	31.9%	33.6%	35.2%	35.8%
EBIT Margin	31.4%	29.6%	32.0%	31.2%	24.9%	24.5%	24.3%	26.9%
PAT Margin	29.6%	27.6%	29.3%	30.1%	22.2%	19.8%	12.9%	20.7%
Return (%)								
RoCE	33%	30%	34%	34%	20%	19% *	20%*	19%*
RoE	44%	30%	31%	33%	22%	20%	15%	15%^
Others								
Debt/Equity	0.2	0.0	0.0	0.0	0.4	1.1	0.9	0.6
EPS (₹)	21.15	21.61	26.16	29.89	28.10	28.82	25.85	36.00^
Working Capital (in days)								
Receivables	31	53	42	44	63	77	58	79
Inventory	31	24	28	32	28	34	42	51
Payables	31	34	31	32	27	40	42	38
Net Working Capital	31	43	40	44	65	71	58	92

BS Summary	Mar'19	Mar'20	Mar'21	Mar'22	Mar'23	Mar'24	Mar'25	Mar'26
Share Capital	14	14	14	14	14	14	14	14
Reserves	1,137	1,283	1,563	1,895	2,182	2,573	2,841	3,884
Shareholders Fund	1,151	1,296	1,576	1,908	2,196	2,586	2,854	3,903
Borrowed Funds**	176	6	4	80	869	2,772	2,466	2,350
Tangible Assets	56	87	78	192	377	558	729	880
Intangible Assets	707	792	778	753	2,212	3,781	4,645	4,479
Treasury Investments + Cash & Bank Balances	363	145	416	635	95	1,416	238	77

Source: Consolidated Financial Statements, INR Cr | ** Borrowed Funds include Financial Leases | RoE is excluding treasury investments, cash & cash equivalents | *RoCE excludes the impact of M&A related amortisation in all periods | For FY 24, adjusted EBITDA is based on full-year proforma EBIT of FY24 acquisitions | ^ Calculated through PAT from Operations



THANK YOU

Eris Lifesciences