

CONCORD BIOTECH LIMITED

B-1601-1602, B-wing Mondeal Heights, Iskcon Cross Road, S. G. Highway, Ahmedabad-380015, Gujarat.

Phone : +91-79-68138700 Fax : +91-79-68138725 CIN No.: L24230GJ1984PLC007440

Email ID: complianceofficer@concordbiotech.com

May 30, 2026

To The Manager, Listing Department National Stock Exchange of India Limited Plot No. C/1 G Block, Bandra-Kurla Complex, Bandra (East), Mumbai -400 051 Symbol: CONCORDBIO	To General Manager, Listing Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 543960
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Dear Sir/Ma'am,

Sub.: Investor's Presentation on audited Standalone and Consolidated Financial Results for the Quarter and financial year ended on March 31, 2026

Pursuant to Regulation 30 and Schedule III Part A of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, "INVESTOR'S PRESENTATION" on audited Standalone and Consolidated Financial Results for the Quarter and financial year ended on March 31, 2026 is enclosed.

Kindly take the above on records.

Thanking you,

For Concord Biotech Limited

Paritosh Trivedi
Company Secretary and Compliance Officer
ACS 63623
Encl: As above

CONCORD BIOTECH



Concord Biotech Limited

Investor Presentation – May 2026

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Q4 & FY26 Key Financial Highlights

FY26 Key Highlights – Building the Next Phase of Growth

1



Regulatory Strengthening

- Successfully completed **USFDA, EU GMP, Russian GMP, NAFDAC & WHO-GMP** inspections across multiple facilities
- Reinforces global compliance standards and supports uninterrupted international supplies
- Enhances **trust with global customers** and regulators

2



Injectables Facility Scaling Up

- Commercialization of our new injectable facility
- Improved revenue visibility with steady traction in injectables business
- **WHO-GMP certification** enables entry into domestic own-brand and contract opportunities
- Strengthens our position in the high-growth injectable market

3



CDMO & Second Source Opportunities

- Commencement of supplies of Concord APIs to **Two innovator companies**.
- Steady progress in customer acquisitions **for Nystatin** which was launched last year
- Commercialized **Fusidic acid** this year having limited competition mainly from European manufacturers
- **Increasing second-source** opportunities across products
- Active discussions with innovators for generic API supplies & **CDMO projects** which are in advance stages

4



Building Global Commercial Footprint

- Stellon Biotech obtained all **requisite licenses** with sales expected to commence during the first half of the year.
- **Enables direct marketing, distribution & commercialization** of Concord Biotech's products in the US
- **Strengthens relationships** and accelerates long-term growth in a key regulated market

5



Investing for Future Growth Platforms

- Entry into **Cell & Gene Therapy** through investment in Cellimune Biotech
- **Incorporated Concord Lifegen** to strengthen domestic formulations strategy
- Company also commenced commercialisation of its **soft gel facility**, creating additional avenues for revenue generation

FY26 Outcomes



Multiple Global Regulatory Clearances



Injectable Commercialization Initiated



US Commercial Presence Established



New Growth Platforms Added for the Future

Challenges encountered during FY26

Delay in supply to EU on account of delay in Written Confirmation from CDSCO

Delay in receipt of Written Confirmation from CDSCO for supply in European Union for approx. 3 months



US Procurement Pattern Shift

Customers adopted staggered quarter-on-quarter procurement instead of bulk, impacting sales volumes with spill over to subsequent year



Global Tariff & Trade Uncertainty

Uncertainty on tariff situations and global trade war slowed procurement in H1; demand gradually recovered in H2



Middle East Headwinds On account of geopolitical tensions

Adverse impact due to US-Iran conflict for tender based & routine supplies for middle east territory



US Veterans Affairs Tender Delay

Related tender not finalised during the year, resulting in lower sales for the current financial year



Key Focus



Strengthening customer engagement & supply chain agility



Focused on order flow conversion & pipeline visibility



Monitoring global policy changes & mitigation planning

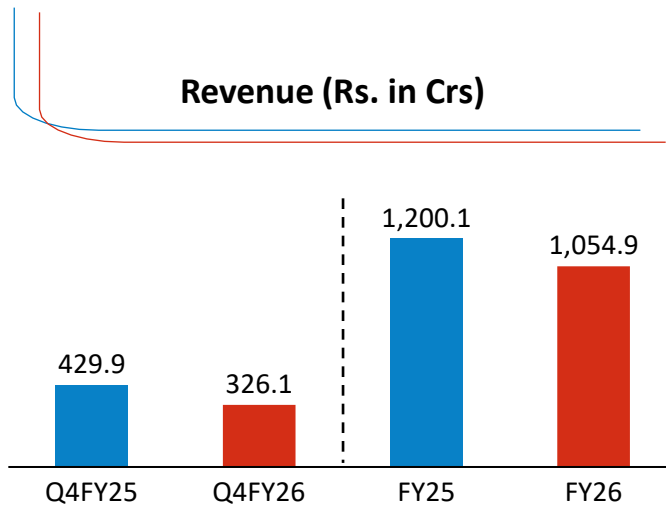


Optimistic on recovery and resumption of supplies

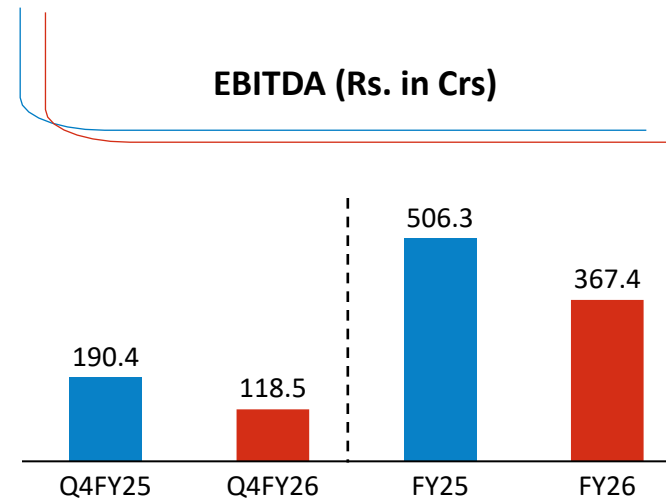
Challenges were largely timing and transition-led, not structural. We remain confident of improving trend in FY 2026-27.

Q4 & FY26 Consolidated Financial Highlights

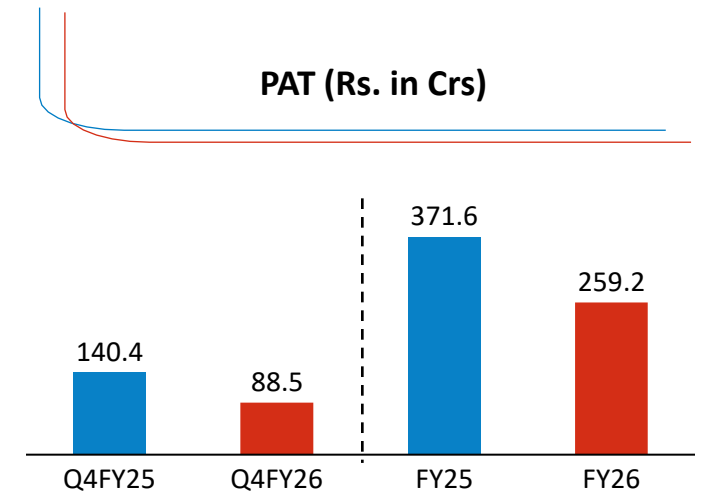
Revenue (Rs. in Crs)



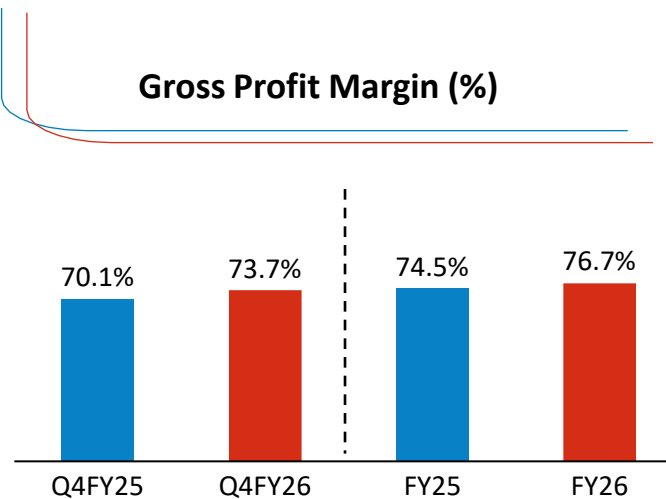
EBITDA (Rs. in Crs)



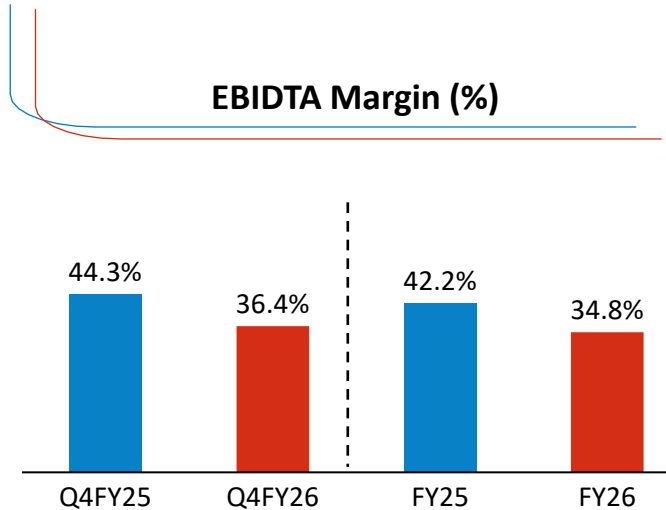
PAT (Rs. in Crs)



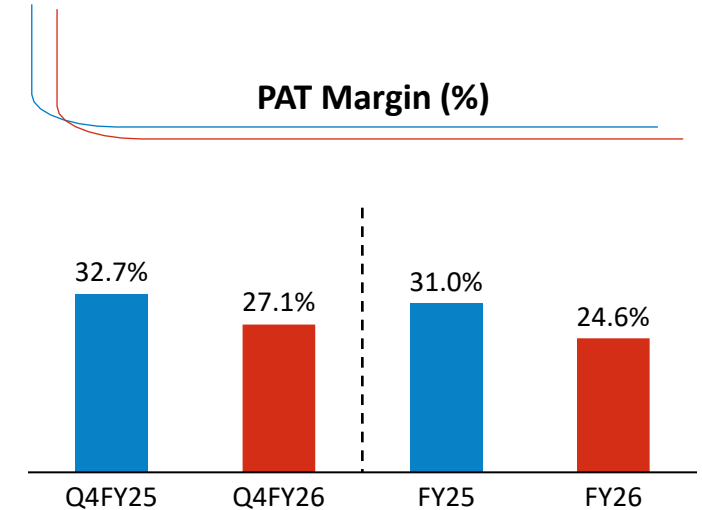
Gross Profit Margin (%)



EBIDTA Margin (%)



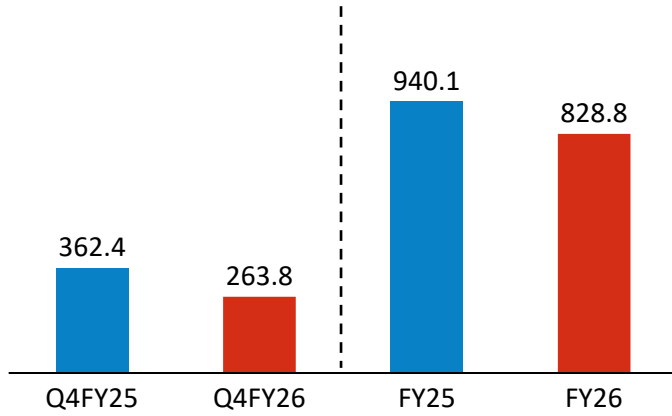
PAT Margin (%)



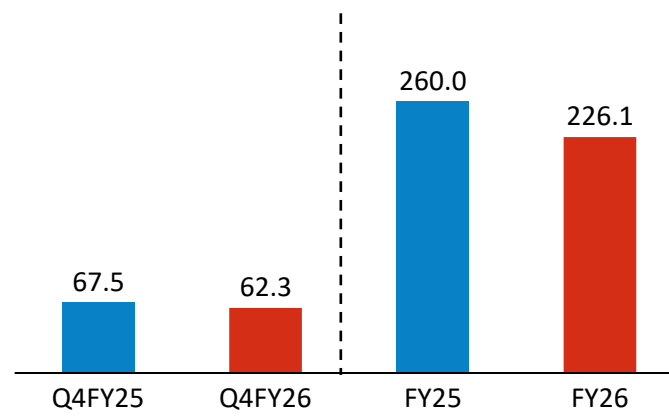
EBIDTA margins (excluding impact of Formulation Facility & Expenses related to newly incorporated subsidiary Stellon Biotech) stood at **40.4%** for Q4FY26 and **38.8%** for FY26

Q4 & FY26 Segment wise Revenue Split

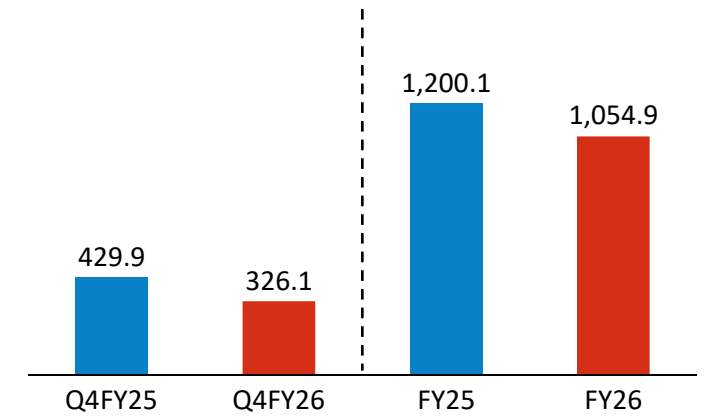
API Revenue (Rs. in Crs)



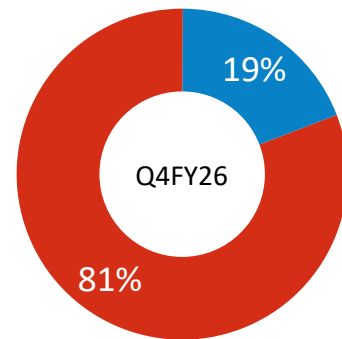
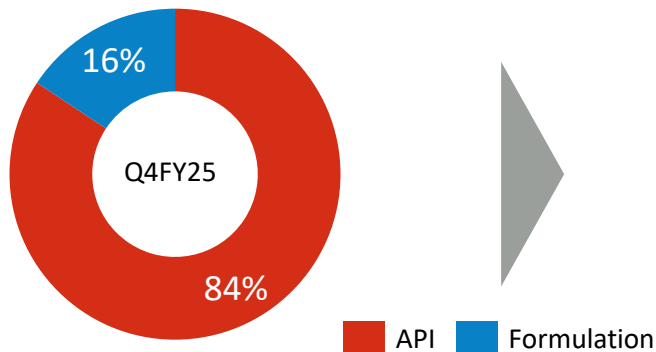
Formulation Revenue (Rs. in Crs)



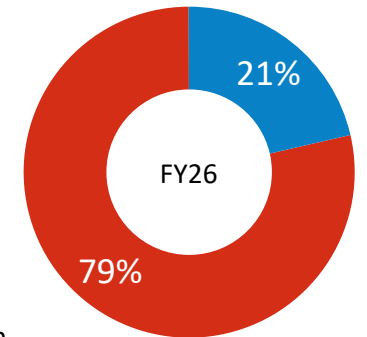
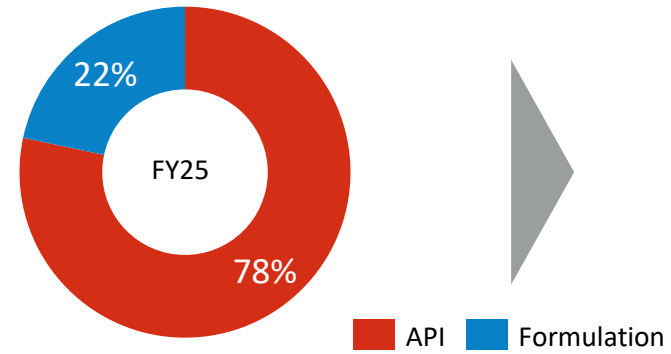
Total Revenue (Rs. in Crs)



API : Formulation

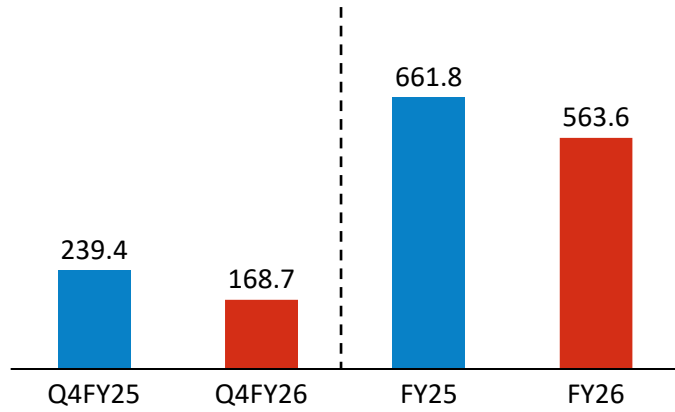


API : Formulation

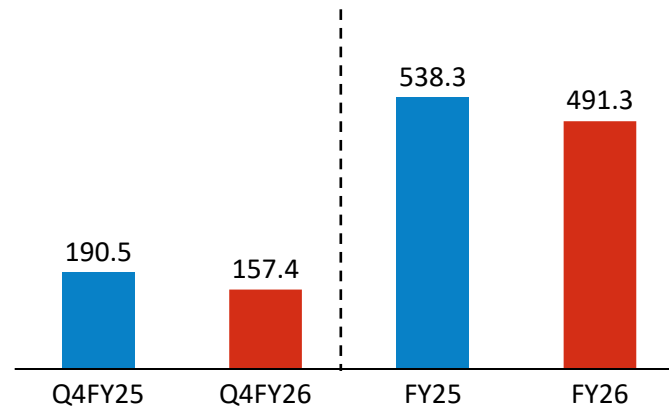


Q4 & FY26 Geography wise Revenue Split

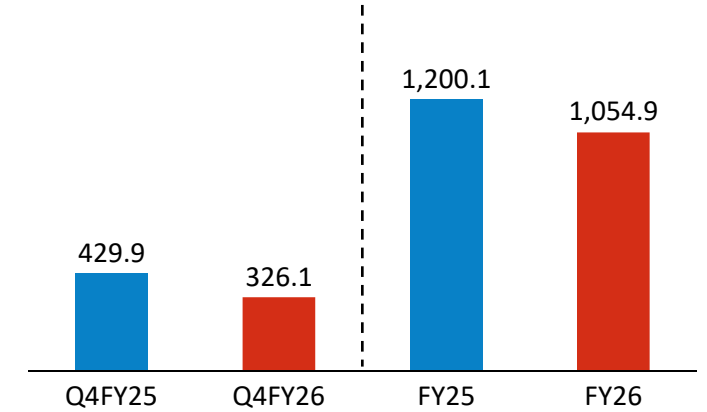
Domestic Revenue (Rs. in Crs)



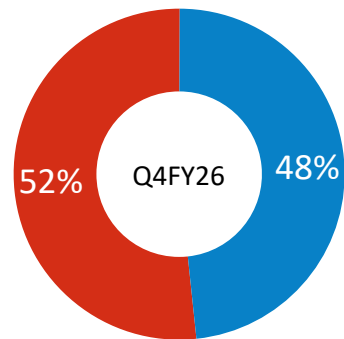
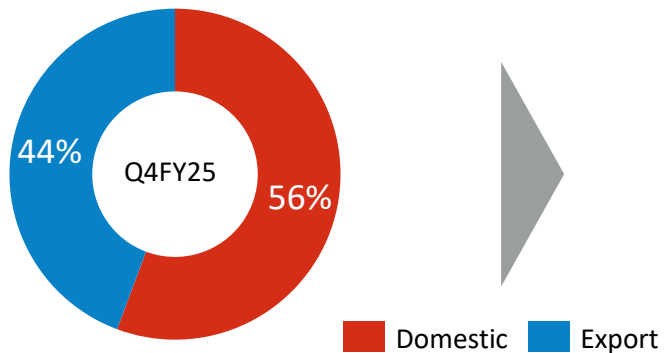
Exports Revenue (Rs. in Crs)



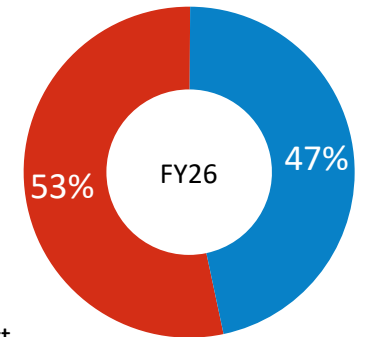
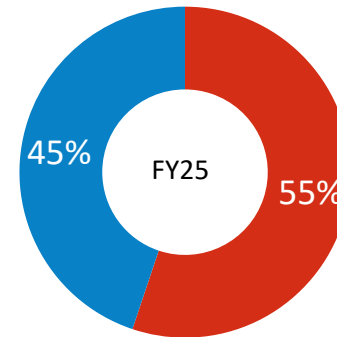
Total Revenue (Rs. in Crs)



Domestic : Export



Domestic : Export



Management Commentary



Ankur Vaid

Joint Managing Director &
Chief Executive Officer

Commenting on the Q4 & FY26 performance of the company Mr. Ankur Vaid, Joint Managing Director & Chief Executive Officer for Concord Biotech Limited said,

“FY26 was a challenging year for the Company, with revenue impacted by delays in customer procurement decisions, uncertainty related to US tariff measures, and geopolitical disruptions across key markets. In addition, customers shifted from bulk purchasing to a staggered procurement approach amid the prevailing uncertainty, which adversely affected our sales and profitability during the financial year.

*In response, we have been consistently focusing on product expansion and customer diversification over the past 12–18 months, initiatives that we expect will deliver positive results in the near future. Based on the current order enquiries and a strong customer acquisition pipeline, **we remain highly optimistic about delivering strong outperformance in FY27.***

*During the year, we continued to strengthen our strategic and operational capabilities. We successfully **completed multiple global regulatory inspections** including USFDA, EU-GMP, Russian GMP, NAFDAC and WHO-GMP across facilities, reinforcing our global compliance standards and supporting uninterrupted international supplies.*

*We also progressed commercialization of **our injectable and soft gel facilities, launched Fusidic Acid and commenced supplies to innovator companies.** We also witnessed encouraging **traction in CDMO engagements and second-source opportunities,** supported by evolving global supply chain diversification trends.*

Further, we strengthened our global commercial footprint through the establishment of Stellon Biotech Inc. in the US and invested in future growth platforms including Cell & Gene Therapy through Cellimmune Biotech, while Concord Lifegen was incorporated to strengthen our domestic formulations strategy.

We remain confident of delivering sustainable long-term growth supported by our strong compliance track record, differentiated product portfolio and expanding customer relationships.”

Q4 & FY26 Consolidated Profit & Loss Account

Profit and Loss (Rs. in Crs)	Q4FY26	Q4FY25	YoY / Bps	FY26	FY25	YoY / Bps
Revenue from Operations	326.1	429.9	-24%	1,054.9	1,200.1	-12%
Cost of Goods Sold	85.8	128.5		245.7	305.5	
Gross Profit	240.3	301.4	-20%	809.2	894.6	-10%
Gross Profit Margin	73.7%	70.1%	358 bps	76.7%	74.5%	217 bps
Employee Cost	47.8	39.0		176.9	138.9	
Other Expenses	74.0	72.0		264.9	249.3	
EBITDA	118.5	190.4	-38%	367.4	506.3	-27%
EBITDA Margin	36.4%	44.3%	-794 bps	34.8%	42.2%	-736 bps
Depreciation	19.5	14.6		74.5	54.4	
Other Income	15.4	9.4		52.4	44.5	
EBIT	114.4	185.2		345.3	496.4	
Finance Cost	0	0.1		0.3	0.5	
Share in Profit/(loss) in JV and Associates	0	-1.6		2.9	-1.3	
Profit before Tax Exceptional Item	114.1	183.5	-38%	347.9	494.6	-30%
Exceptional Item - Impact on account of Labour Code	0	0		-3.3	0	
Profit before Tax	114.1	183.5		344.6	494.6	
Tax	25.6	43.2		85.4	122.9	
PAT	88.5	140.4	-37%	259.2	371.6	-30%
PAT Margin %	27.1%	32.7%	-552 bps	24.6%	31.0%	-639 bps

Consolidated Balance Sheet

Assets (in Rs. Crs)	Mar-26	Mar-25
Non - Current Assets	984.6	899.0
Property Plant & Equipment's	785.7	791.8
CWIP	78.2	50.1
Intangible assets	0.3	0.6
Intangible assets under development	1.2	0.5
Goodwill	0.4	-
Right of use asset	2.2	2.3
Investment accounted for using equity method	3.7	0.7
Financial Assets		
Investments	84.9	18.0
Other Financial Assets	6.5	20.6
Other Non-Current Assets	15.9	12.6
Income Tax Assets (Net)	5.8	1.8
Current Assets	1,250.1	1,135.2
Inventories	326.4	239.7
Financial Assets		
(i)Investments	402.1	316.5
(ii)Trade receivables	460.2	521.7
(iii)Cash & cash equivalents and Other Bank Balance	13.6	1.2
Other Financial Assets	25.2	40.8
Other Current Assets	22.7	15.4
Total Assets	2,234.7	2,034.2

Equity & Liabilities (in Rs. Crs)	Mar-26	Mar-25
Total Equity	2,015.1	1,812.7
Share Capital	10.5	10.5
Other Equity	2,006.6	1,802.3
Non Controlling Interest	-1.9	-
Non-Current Liabilities	50.5	37.5
Financial Liabilities		
(i) Lease Liabilities	1.4	0.6
Provisions	3.7	2.8
Deferred Tax Liabilities (Net)	45.4	34.0
Current Liabilities	169.1	184.1
Financial Liabilities		
(i) Borrowings	-	0.4
(ii) Trade Payables	101.9	113.0
(iii) Lease	0.9	2.0
(iv) Other Financial Liabilities	42.7	41.7
Other Current Liabilities	12.3	11.3
Current tax liabilities (Net)	0.0	10.1
Provisions	11.2	5.5
Total Equity & Liabilities	2,234.7	2,034.2

Abridged Cashflow Statement

Particulars (in Rs. Crs)	FY26	FY25
Net Profit Before Tax	344.6	494.6
Adjustments for: Non -Cash Items / Other Investment or Financial Items	36.5	30.1
Operating profit before working capital changes	381.2	524.7
Changes in working capital	-13.9	-170.8
Cash generated from Operations	367.3	353.9
Direct taxes paid (net of refund)	-100.4	-109.4
Net Cash from Operating Activities	266.9	244.5
Net Cash from Investing Activities	-142.7	-160.0
Net Cash from Financing Activities	-112.9	-98.8
Net Decrease in Cash and Cash equivalents	11.3	-14.2
Add: Cash & Cash equivalents at the beginning of the period	0.9	15.1
Cash & Cash equivalents at the end of the period	12.2	0.9



Formulation Facility
Valthera, Ahmedabad, India



API Facility
Dholka, Ahmedabad, India



API Facility
Limbasi, Ahmedabad, India

Company Overview

Concord Biotech at a Glance

Concord Biotech Limited is a R&D driven biopharma Company that manufactures **Active Pharmaceutical Ingredients (API) through fermentation & semi-synthetic process and finished formulations.**

Key Highlights

Portfoliospanning
30+
FermentationAPIs

150+
DrugMasterFiles
(DMFs) filedglobally

100+
Approved
formulationproducts
acrossmarkets

Fermentation
capacityof
1,250m³

5
ANDAs approved for products
from our facilities

Overall formulation
manufacturingcapacity of
802Mn Units



Expertise in Fermentation Technology

- ✓ **Expertise in fermentation**-based API manufacturing with high entry barriers
- ✓ One of the few global players **delivering consistently** in this specialized segment
- ✓ Built one of the **largest fermentation capacities globally**



Continuous Investment in R&D Driven Innovation

- ✓ **Strong focus on R&D** & State-of-the-art R&D facilities.
- ✓ Dedicated **team of scientists**.
- ✓ **Commitment to innovation** enables us to stay ahead of market trends.
- ✓ **Robust pipeline** for addition of **new products** to meet evolving market demands



Upholding the Highest Standards of Quality and Compliance

- ✓ **World-class infrastructure** adhering to global quality benchmark
- ✓ Facilities inspected by **USFDA, EU GMP, WHO, and PMDA, Japan**
- ✓ Presence **in over 70 countries**, including regulated markets



Driven by Expertise and Consistent Performance

- ✓ **Visionary leadership** driving consistent growth and global expansion
- ✓ Evolved from single-product to **multi-product company**
- ✓ Focus on fermentation, research, manufacturing, and compliance
- ✓ Positioned for **sustained leadership through innovation**

Driving Innovation Through Our Expertise

Mission Focus

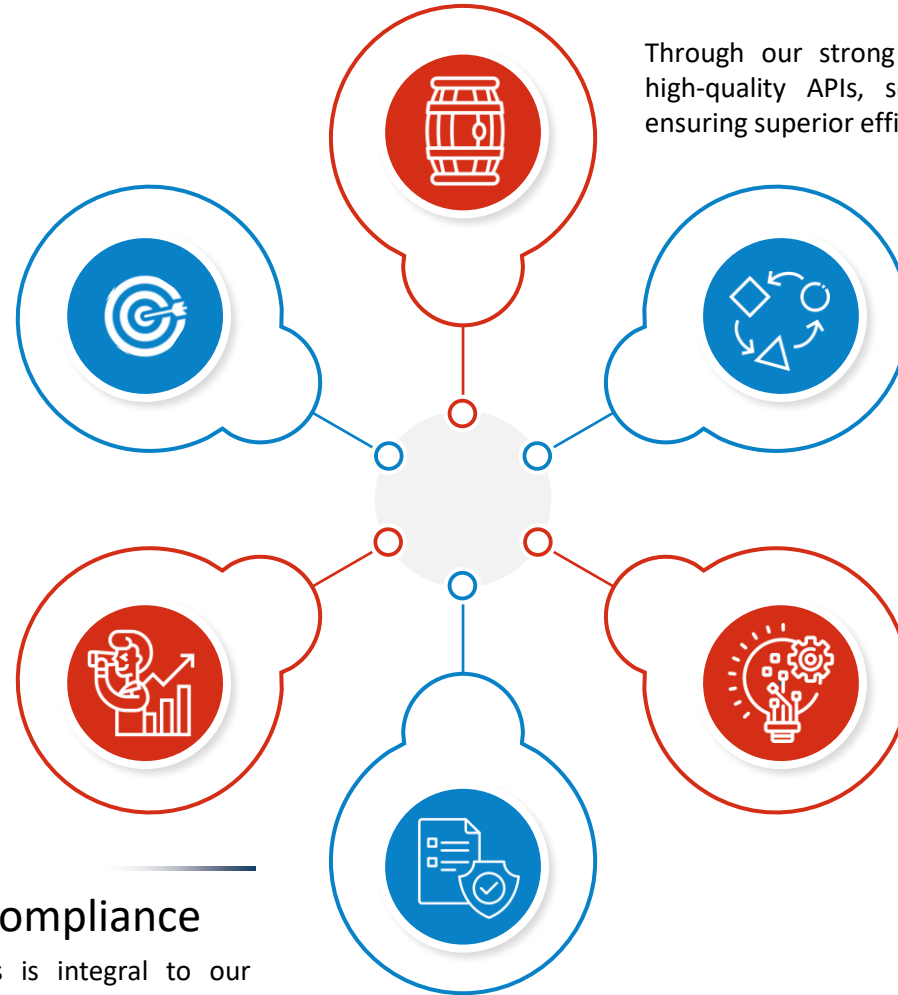
Dedicated to deliver high-quality product that enhance human health, driven by innovation and customer centricity, fostering partnerships that make a meaningful impact

Visionary Leadership

Led by industry veterans. Our strategic decisions help us navigate challenges and drive sustained growth. This positions us as a trusted industry leader, committed to shaping a healthier tomorrow

Regulatory Compliance

Rigorous adherence to regulatory standards is integral to our operations, ensuring product integrity and customer trust, bolstering our reputation as a reliable partner in healthcare



Fermentation Expertise

Through our strong fermentation capabilities, we produce high-quality APIs, setting us apart in biotechnology and ensuring superior efficacy in medicines

Diversified Portfolio

We offer full baskets of immunosuppressants in addition to our products in oncology and anti infectives making total count of 30+ fermentation-based API's. This helps in ensuring resilience against market fluctuations and meeting diverse pharmaceutical needs effectively

Commitment to Innovation

Our heavy investment in R&D drives continuous process optimization, new product development, and industry leadership, fueling breakthroughs that shape the future of healthcare

API Business Overview

API Overview

One of the **leading global** developers and manufacturers of **Fermentation-based APIs**

Focus on **Niche Fermentation API's** with **backward integration** to Key Starting Material

Diversified Product Portfolio of API's including **Immuno-suppressant, Oncology, Anti-Infectives & Anti-Fungal**

Key Products

Immunosuppressant

- ✦ Tacrolimus
- ✦ Mycophenolate Mofetil
- ✦ Mycophenolate Sodium
- ✦ Cyclosporine
- ✦ Sirolimus
- ✦ Pimecrolimus
- ✦ Everolimus Premix 2%
- ✦ Voclosporin

Oncology

- ✦ Temsirolimus
- ✦ Everolimus
- ✦ Romidepsin
- ✦ Mitomycin
- ✦ Dactinomycin
- ✦ Staurosporin
- ✦ Midostaurne
- ✦ Everolimus Premix 9.09%

Antibacterial

- ✦ Mupirocin
- ✦ Mupirocin Calcium
- ✦ Polymyxin B Sulfate
- ✦ Teicoplanin
- ✦ Vancomycin Hydrochloride
- ✦ Fidaxomicin

Antifungal

- ✦ Anidulafungin
- ✦ Caspofungin Acetate
- ✦ Micafungin Sodium
- ✦ Amphotericin B
- ✦ Nystatin

Others

- ✦ Lovastatin
- ✦ Pravastatin Sodium
- ✦ Enzymes

FY26 – **Rs~ 829** Crores Revenue

FY26 – **79%** Revenue Split

30+ Fermentation APIs

Formulation Business Overview

Formulation Overview

Commercialization of Formulations business in 2016 to capitalize on the **benefits of backward integration**

Operate through **B2B model** across regulated and emerging markets
For India Market, operate via **B2B & B2C model**

Oral Solid Dosages (tablets, capsules and oral suspension)
Injectables (Liquid Vials, Dry Powder Filling, Sterile Lyophilized APL)

Key Products

Antifungal

- CRITICAL CARE**
- ★ Amfoterol™
 - ★ Anicord™
 - ★ Caspocon™
 - ★ Micacord™
 - ★ Vorixia™
 - ★ Picocord GR™
- ★ Isacrest™

Antibiotics

- CRITICAL CARE**
- ★ Dapute™
 - ★ Fosutrac™
 - ★ Pobix™
 - ★ Teicocord™
 - ★ Vanogard™
 - ★ Cricolist™
 - ★ Avycord™
- ★ Mepecon™
 - ★ Mepecon
 - ★ Minocrit™
 - ★ Tigicon™
 - ★ Primataz™
 - ★ Muprevent™
 - ★ Clarinazest™
 - ★ NextMatch™

Plasma Products

- CRITICAL CARE**
- ★ Gamacon™
 - ★ Obulin™
- RHEUMATOLOGY**
- ★ Conimab
 - ★ Gammacord

Transplant & Immuno

- NEPHROLOGY**
- ★ Tacrocord
 - ★ Mofecon
 - ★ Evercon
 - ★ Conimune ME
 - ★ Cyclograf
 - ★ Valocon
 - ★ Conimab

Chronic Kidney Disease

- NEPHROLOGY**
- ★ Darbecon
 - ★ Epocord
 - ★ Sevecord
 - ★ Coniron
 - ★ Cinacet
 - ★ Valolog
 - ★ Injecarb
- ★ Upshield
 - ★ Milipro
 - ★ Nabosis
 - ★ Kalcord
 - ★ Picatol
 - ★ Kanilev
 - ★ Lavits

Immunology

- RHEUMATOLOGY**
- ★ Adacord
 - ★ Arthimide 1
 - ★ Arthimide 2
 - ★ Conimab 1
 - ★ Conimab 2
 - ★ Conimmune 25
 - ★ Mabdeno
- ★ Cyclograp
 - ★ Mofecon 250
 - ★ Tacrocord 0.25
 - ★ Tofajoint ER
 - ★ Tofajoint
 - ★ Unuric 40
 - ★ Pricroda

FY26 – **Rs ~ 226** Crores Revenue

FY26 – **21%** Revenue Split

100+ Approved Products

Trusted CDMO partner for Fermentation & Semi-Synthetic API's

CDMO Overview

Provide **contract research and manufacturing services** for developing APIs and formulations.

Prioritizes innovation, **backed by a DSIR-certified R&D facility** with a team of 180+ people

Expertise in fermentation technology and **strong R&D infrastructure** enable us to undertake complex projects and deliver **high-quality outcomes**

Key Strengths & Opportunities

- **Advanced fermentation capabilities**, expertise in strain isolation and enhancement, and scalable processes
- Facilitates **smooth transitions from lab research to full-scale production**
- **Specializes in Contract Research & Manufacturing**, with a focus on fermentation and semi-synthesis
- **Ample capacities** with necessary regulatory approvals **to ensure smooth & consistent supply**



Services Include

- ❖ **Strain Improvement**
- ❖ **Media Optimization**
- ❖ **Process Development**
- ❖ **Downstream Processing**

Pushing Boundaries through Manufacturing Capabilities

Unit I (API) – Dholka, Gujarat



FY2000 Operations commenced

1,12,302 sq.m. Spread across

450 m³ Installed capacity

Unit III (API) – Limbasi, Gujarat



FY2021 Operations commenced

5,96,309 sq.m. Spread across

800 m³ Installed capacity

Unit II (Formulations) – Valthera, Gujarat



FY2016 Operations commenced

94,826 sq.m. Spread across

802Mn Units Installed capacity

Unit IV (Injectables) – Valthera, Gujarat



FY2025 Operations commenced

36,441 sq.m. Spread across

Installed capacity of **13Mn** Liquid Vials,
12Mn Dry Power Filling & **2,200** Kgs
Sterile Lyophilized APL

Pioneering R&D Capabilities

180

R&D Employee Strength

7/5

Approved ANDA/
Finished Products

> 150

API DMFs

22+

Non-Infringing Processes

Spends as % of Sales

3.6%

3.5%

2.2%

2.3%

2.8%

26

30

23

27

29

2022

2023

2024

2025

2026

R&D Spends (Rs in. Crs)

Robust pipeline of **more than 10 products** across different therapeutic segments of Oncology, Anti-Infectives & Anti-Fungal

R&D Initiatives:

Cost Improvement

New Product Development

Process Improvement

Technology Transfer

Scale-Up Initiatives

Enhancement of Backward Integration

State-of-the-Art Facilities: Where Ideas Materialise

API R&D Lab

- Specialized capabilities for isolation of strains, mutation, and passive selection of microbial strains, as well as strain improvement processes.
- Our R&D strengths enable us to drive innovation and develop new active pharmaceutical ingredients efficiently
- Equipped with fermenters and a pilot plant facility, allowing us to seamlessly scale up fermentation processes from lab scale to commercial production scale.

Our integrated R&D capabilities across API and formulations development allow us to bring new and innovative pharmaceutical products to the market effectively.

Formulations R&D Lab






- Focus on formulation development leveraging advanced analytical capabilities.
- R&D team works closely with our API experts to ensure our products meet the highest standards of quality and efficacy while providing optimal drug delivery and patient convenience

DMF Fillings Across Geographies

Molecules	US	EU	Canada	Japan	China	
Immuno-Suppressants	Tacrolimus	✓	✓	✓	✓	
	Mycophenolate Mofetil	✓	✓	✓	✓	
	Mycophenolate Sodium	✓	✓	✓	✓	
	Cyclosporine	✓	✓	✓	✓	
	Sirolimus	✓	✓	✓	✓	
	Pimecrolimus	✓				
	Voclosporin	✓				
Oncology	Temsirolimus	✓	✓			
	Everolimus	✓	✓	✓	✓	
	Romidepsin	✓				✓
	Mitomycin	✓	✓	✓		
	Dactinomycin	✓				
	Midostaurin	✓				
	Mupirocin	✓	✓	✓		✓
Anti-Bacterial	Nystatin	✓	✓			
	Mupirocin Calcium	✓	✓	✓		
	Vancomycin Hydrochloride	✓	✓			
	Others	Lovastatin	✓	✓		
Pravastatin Sodium		✓	✓			

Wide Range of Formulation Product Portfolio for Overseas Markets

Regulated Markets

Product Name	ANDA Approval
Mycophenolate Mofetil Capsules	
Mycophenolic Acid DR Tablets USP	
Mycophenolate Mofetil Tablets	
Tacrolimus Capsules USP	
Teriflunomide Tablets	

Emerging Markets

Product Name
Mycophenolate Mofetil Capsules
Mycophenolate Mofetil Tablets
Mycophenolate Mofetil Suspension
Mycophenolate Sodium 180mg Tablets
Mycophenolate Sodium 360mg Tablets
Tacrolimus 0.5mg Capsules
Tacrolimus 1mg Capsules
Tacrolimus 5mg Capsules

Diversified Customer Base



Worldwide Presence

Tailored Distribution Models

Collaborative Partnerships

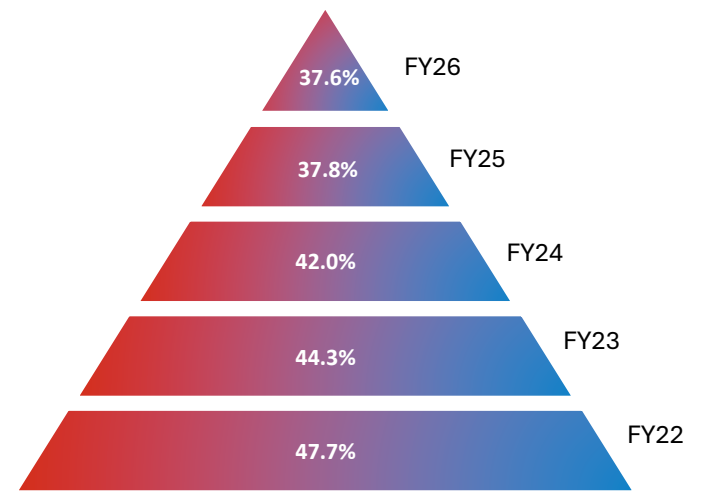


**70+
Countries**



**250+
Customers**

Reducing Customer Concentration % Contribution from Top 10 Customers



Paving the Way for Sustainability

Our Vision for Sustainability

Sustainable Manufacturing

Global Green Leadership

Environmental Conservation

The Path of Sustainability

Research & Development

Efficient Resource Management

Constant Improvement & Adaptation



Awarded Bronze Medal by EcoVadis



Our Initiatives on Sustainability

- ✓ Corporate Social Responsibility
- ✓ Driving towards sustainable future
- ✓ Reduced ecological harm
- ✓ Improved water quality



Received
ISO-14001:2015 & ISO-45001:2018
Certifications

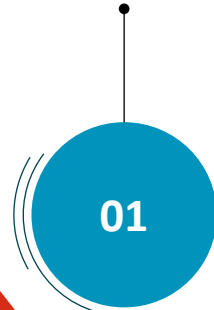


Key Business Differentiators

End-to-End Expertise in Complex Fermentation Value Chain

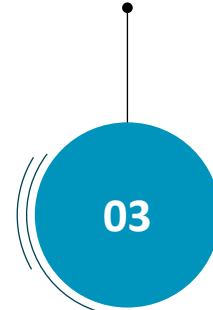
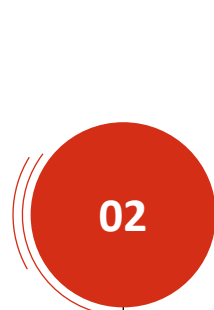
Leadership Position

Leadership position for select molecules in global markets



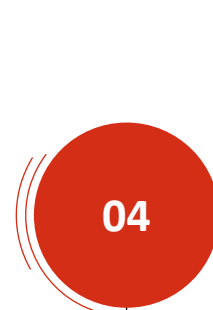
1,250 M³

Fermentation Capacity across two API facilities



Over 2 Decades

Experience in the industry with a demonstrated track record of developing niche and complex molecules



30+ Fermented based APIs

One of leading global developers and manufacturers of select fermentation-based APIs across immunosuppressants oncology and Anti-infectives in terms of market share

Overview of Integrated Platform



R&D



Patents



Key Starting Material



API Manufacturing



Formulations



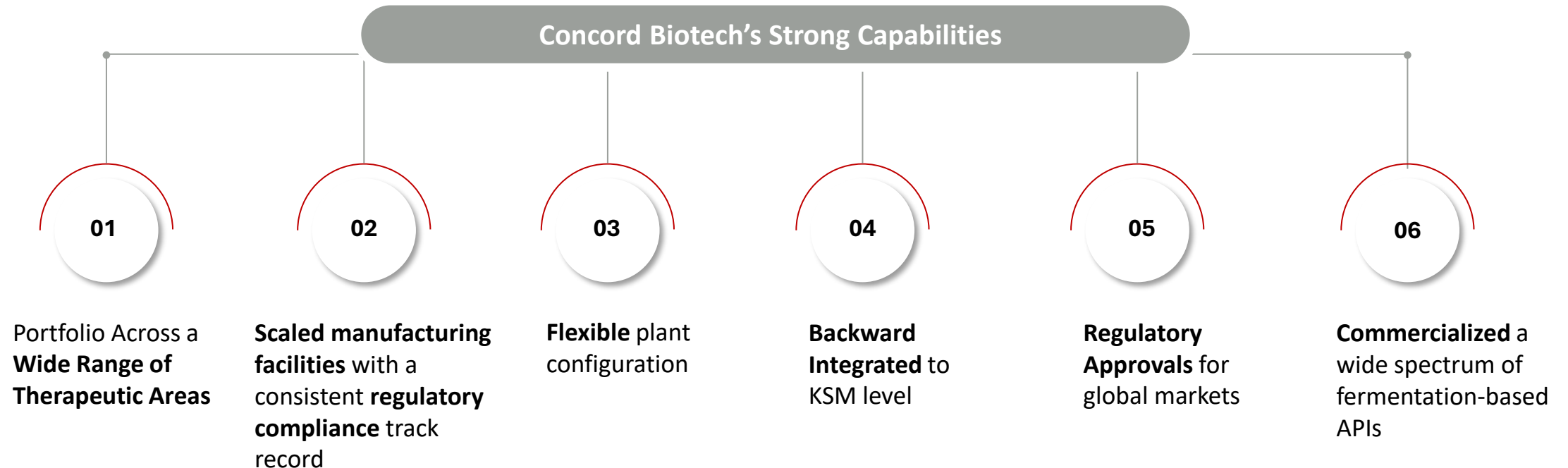
Marketing & Distribution



Constructing Formidable Barriers to Entry



Complex technical capabilities, difficulties in scaling up operations and substantial capital investment required have resulted in **significant barriers to entry** in the fermentation-based API space



Key Growth Drivers



For further Information, please contact

Company:

CONCORD BIOTECH

Concord Biotech Limited

CIN: L24230GJ1984PLC007440

Mr. Raviraj Karia – Chief Financial Officer

ravirajkaria@concordbiotech.com

www.concordbiotech.com

Investor Relations Advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Mr. Sagar Shroff / Mr. Vatsal Shah

sagar.shroff@sgapl.net / vatsal.shah@sgapl.net

+91 98205 19303 / +91 88796 59884

www.sgapl.net