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07 August 2026

To **National Stock Exchange of India Limited** Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 NSE Scrip Symbol: SaiLife	To **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street Mumbai – 400001 BSE Scrip Code: 544306

Sub: Investor Presentation for the quarter ended 30 June 2026.

Dear Sir/ Madam,

With reference to the above subject, we enclose herewith the Investor Presentation for the quarter ended 30 June 2026.

We request you to take note of the same and oblige.

Thank you.

For **Sai Life Sciences Limited**

Runa Karan
Digitally signed by Runa Karan
Date: 2026.08.07 13:41:56 +05'30'

Runa Karan
Company Secretary & Compliance Officer
Membership No.: A13721

Encl: As above

Sai Life Sciences

Investor Presentation

August 07, 2026

Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements", These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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We are pleased with the progress made during the quarter and the momentum we continue to see across the business. There is a clear evolution in what large pharmaceutical companies are looking for from their outsourcing partners. The expectation is for strong, scientifically led partners who can take greater ownership of integrated discovery and development programs, rather than simply execute individual pieces of work. We believe that the combination of our technology base, scientific talent and culture is a key reason why large pharmaceutical companies are increasingly bringing significant work to Sai through strategic engagements. These engagements will create a healthy and sustained pipeline over multiple years.

- Mr. Krishna Kanumuri
MD & CEO

We have begun FY27 on a healthy note, delivering revenue of ₹554 crore in Q1, up 12% year-on-year, with growth across both our CRO and CDMO businesses. CRO maintained strong momentum, growing 24% year-on-year, while our CMC pipeline continues to strengthen with 33 active commercial molecules and 14 late-phase molecules. Coupled with encouraging traction in our FTE-led engagement model, a healthy balance sheet and disciplined capital allocation, we remain confident in executing our long-term growth strategy.

- Mr. Siva Chittor
Whole-time Director & CFO

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Executive Summary

Q1FY27 Quarterly Snapshot

₹ 554 Cr
Revenue
▲ 12% YoY

₹ 409 Cr
Material Margin
▲ 15% YoY

₹ 148 Cr
EBITDA
▲ 18% YoY

₹ 73 Cr
PAT
▲ 22% YoY

60 %
CDMO Revenue Mix

40 %
CRO Revenue Mix

65 %
Capacity Utilization

₹ 263 Cr
Capex Incurred

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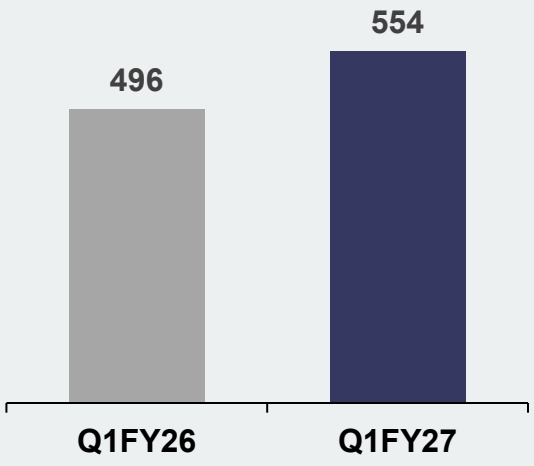
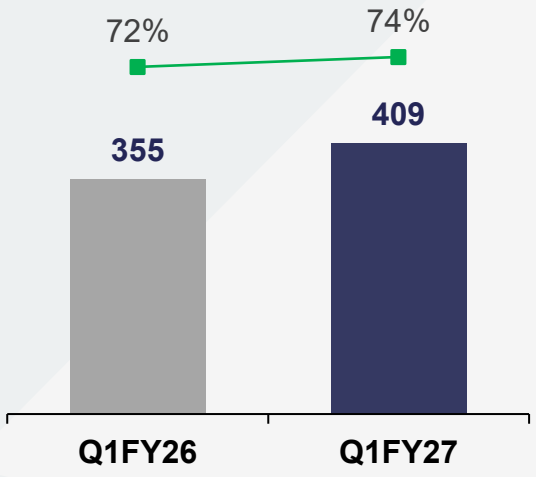
Consolidated Financial Highlights

Revenue (₹Cr)



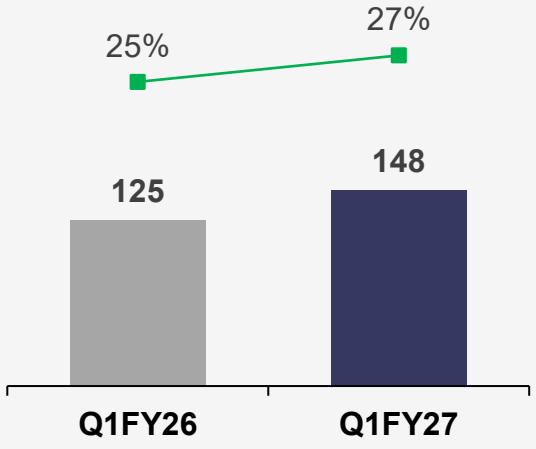
12%
YoY Growth

Material Margin (₹Cr) & Margin (%)



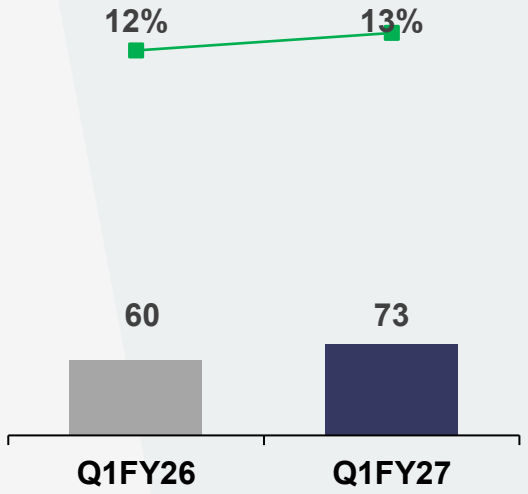
15%
YoY Growth

EBITDA* (₹Cr) & Margin (%)



18%
YoY Growth

PAT (₹Cr) & Margin (%)



22%
YoY Growth

"The quarter reflects continued progress across both businesses and our longer-term strategic priorities. We remain confident in our ability to sustain our long-term revenue growth guidance of 15-20% and EBITDA range of 28–30%."

* including forex

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Business Updates

Over 90% Pipeline Visibility on FY27 Targets

DISCOVERY

- Grew by 24% YoY
- Strengthening large pharma collaborations
- Integrated service delivery with 65% of customers
- Expect to extend integrated service offering to large pharma collaborations

CMC

- Production commenced for 3 of the 4 molecules added to the pipeline last year
- Expanded a top-tier pharma relationship into an end to end collaboration spanning discovery to commercial.
- FTE engagements beginning to contribute late phase assets

KEY PRIORITIES AHEAD

- Establishing an integrated peptide platform spanning discovery to manufacturing
- Adding Drug Product facility to complement API development
- Building a future-ready scientific organization through leadership development, campus engagement and Sai Academy

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Other Business Updates

- Achieved EcoVadis Platinum Rating 2026, placing Sai Life Sciences among the top 1% of companies globally assessed for sustainability performance.
- Capex progress largely on schedule
- Operationalized a new 100,000 sq. ft. R&D facility at Genome Valley, Hyderabad
- Successfully executed commercial-scale Photo Flow Chemistry for a late-phase innovator program, further strengthening continuous processing capabilities.
- High-Throughput Experimentation (HTE) platform commissioned at Hyderabad R&D campus to enable faster route scouting, process optimization and scale-up decisions.

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Company Overview

Sai Life Sciences: At a Glance

Integrated CRDMO Contract Research, Development and Manufacturing Organization

Outsourcing partner to pharma innovators

Offer complete services from drug discovery to manufacturing

27 Years of Expertise

Founded in 1999, **Sai Life Sciences has transformed into an integrated CRDMO,** delivering value across the pharma lifecycle from early discovery to commercial manufacturing

Global Partner of Choice

Trusted by 300+ global clients, including **19 of the top 25 global pharma companies** across the US, UK, EU, and Japan

Expansive Infrastructure

World-class R&D and manufacturing facilities across **Hyderabad, Bidar, Manchester, and Boston**

Innovation-Led Growth

Focused investments in **next- gen modalities** like Peptides, ADCs and Oligos; empowered by digital transformation, automation, and AI/ML to accelerate delivery and differentiation

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Key Highlights

Fastest growing Indian CRDMO
over the last 5 years

NSE/BSE
Listed on the Indian Stock Exchanges in Dec 2024

3,800+
Total employees

300+
Active customers across US, UK, EU, Japan

USFDA, PMDA
100% successful track record of regulatory inspections across our R&D and manufacturing facilities.

Diverse therapy areas
Oncology, CNS, Metabolic diseases, Inflammation, Antivirals, Rare diseases and more

11+ years
Average tenure of large pharma relationships

19/25*
of the largest pharmaceutical companies are customers

One-stop platform
for discovery, development and manufacturing

26% CAGR
Revenue growth over the last 5 years

34
Active NCE commercial molecules

50+
Programs advanced to candidate nomination/ IND or Phase I/II/III

11
Phase III/ pre-registration

5
Molecules from discovery to market

*Note: As on 31 March 2026; *In terms of market cap for CY 2025*

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Our Growth Journey

1999 - 2008

Founding & Early Biotech Foray

- Incorporated in 1999; began as a medicinal chemistry partner to US biotech firms
- Expanded into Process R&D and small-scale manufacturing aligned with the needs of Biotechs clients

2009 – 2013

CDMO Pivot

- First USFDA approval of Unit IV
- Expanded R&D (Unit II) to enable large-scale pharma CDMO services
- Added 100 KL capacity at Unit IV
- Animal facility received AAALAC accreditation

2014 – 2018

Biology Foray; CDMO Consolidation

- Cleared USFDA & PMDA audits at multiple sites
- Integrated Biology services; becoming end-to-end Discovery partner
- Added 120 KL (PB-07) and 170 KL (PB-08) blocks at Unit IV

2019 – 2023

Globalization, Scaled-up Integrated CRDMO

- Entered global markets: labs in Manchester & Boston
- Commissioned Clean Room, Amidites, and HPAPI blocks at Unit IV
- Strategic partnership with Schrödinger to enhance discovery science
- Continued regulatory track record and expansion of global footprint

2024 – Present

Increasing Capacity & Strengthening New-Age Modalities

- Listed on NSE & BSE
- Opened U8 - MedChem block with 200 fume hood capacity
- Broke ground for a new Process R&D Block at Unit 2 Hyderabad, doubling PRD capacity, and adding capabilities in early phase peptide development and clinical formulations
- Building additional production capacity at Unit IV, Bidar and acquired land for new greenfield site in Choutuppal

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Global Presence

Research laboratories for discovery and development located near overseas innovation hubs in Greater Boston, US and Manchester, UK, complemented by large-scale research laboratories and manufacturing facilities in cost competitive locations in India.

Global Team

3,800+
Employees

2,000+
In R&D

650+
In Manufacturing

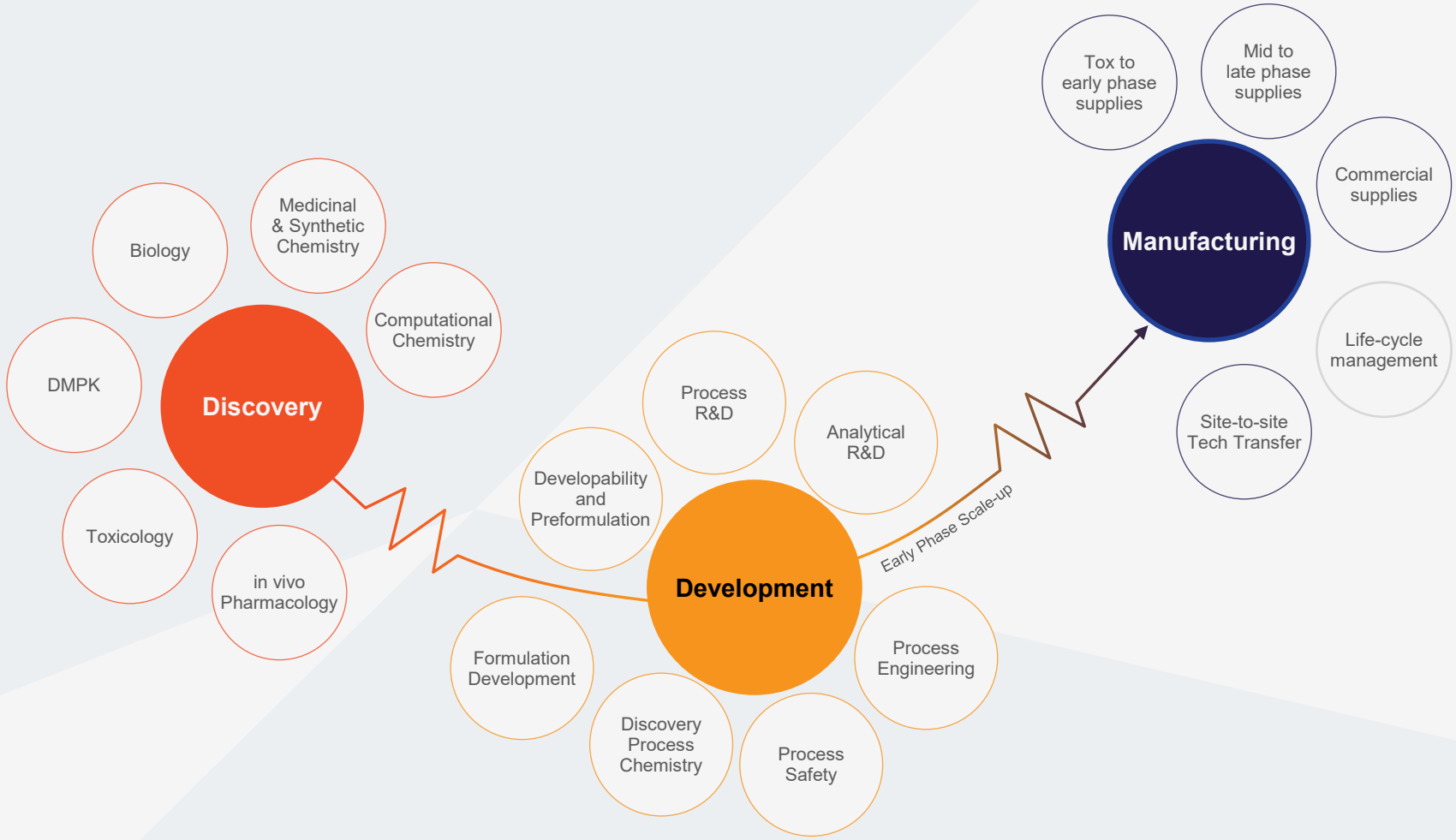
350+
In Quality

Strategically located to combine innovation access, client proximity, and cost efficiency

Note: As on 31 March 2026

A leading Integrated CRDMO

Sai Life Sciences operates as both a CRO and a CDMO, offering an end-to-end platform for global pharmaceutical and biotech companies



Seamless Integration

One-stop solution
from research to commercial production

Regulatory Excellence

Compliant with global standards (US FDA, PMDA, COFEPRIS)

Scalable & Flexible

Supporting emerging biotech & leading pharma companies

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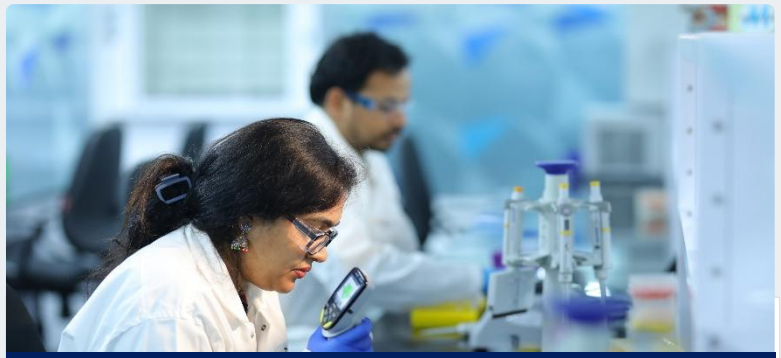
End-to-end Capabilities, Small Molecule Focus



Discovery

From target ID & validation to IND Stage through Creative Chemistry, Complex Biology, DMPK & Toxicology.

- Integrated Drug Discovery
- Complex Chemical Synthesis
- In vitro and in vivo pharmacology
- Comprehensive ADME and PK profiling
- Toxicology evaluation

Development

Complex chemical synthesis from development to commercialization.

- Advanced labs for early, late phase and commercial delivery
- Comprehensive analytical capabilities
- Fully equipped process safety lab
- Pilot plant and early phase delivery block
- HPAPI (< 0.1µg/m^3) capability
- Technology platforms – Bio catalysis, Flow chemistry, Chemo catalysis, Continuous extraction, Continuous distillation

Manufacturing

- 700 KL Capacity with manufacturing Blocks
- 80 Production trains
- 0.25 – 12 KL reactor sizes
- Containment level of 1 µg/m3
- 11 Clean Rooms of ISO – 8 (Class 100,000)
- Sensitive reactions block
- HPAPI (< 0.1µg/m^3) block w/ 8 reactors
- Lyophilization at pilot & commercial scale
- High pressure block
- Moisture sensitive block
- Column chromatography & cryogenic reaction

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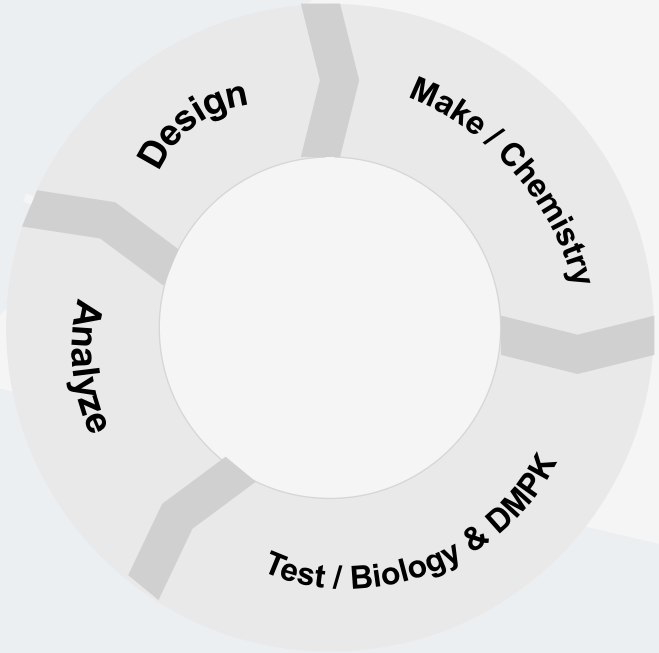
Discovery Services spanning the entire journey from Target Validation to IND

Integrated services: Synthetic & Medicinal Chemistry, CADD, Biology, DMPK and Toxicology

- Target Evaluation
- HIT ID



- Lead Candidate
- In vivo Pharmacology
- Toxicology
- Formulations

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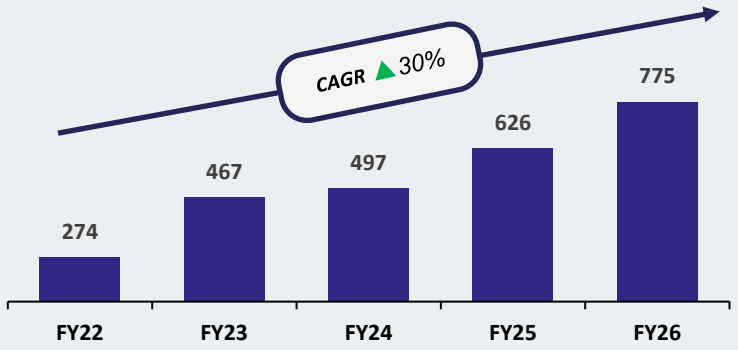
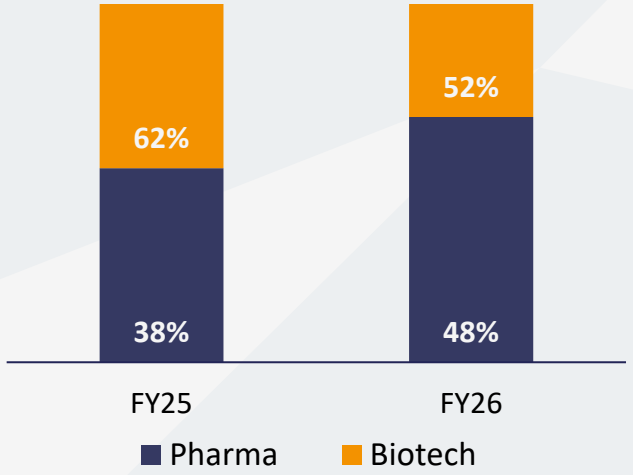
Discovery Services (CRO)

Consistent Revenue Growth (₹ Cr)



Customer Split %



Client Stickiness

>65% Revenues from customers in FY23-26 who availed more than one Discovery services(*)

Automation

Focus on automation and scale in DMPK and biology, enabling us to handle large, integrated programs

Modalities Expansion

Expanding capabilities in ADCs, TPDs, Peptides, CGTs, Oligos, and more.

* Discovery services (including chemistry, biology and/or DMPK services)

Discovery Services: Scaling Innovation, Driving Impact

>65% of Discovery programs are now integrated, with active use of next-gen biology, automation, and AI to accelerate development and improve outcomes

Expanded Core Capabilities

Scaled Chemistry, Biology, DMPK, and In Vivo labs delivering faster, parallelized research

Colocalized & Global Teams

Hyderabad campus and Boston Biology Lab enable seamless collaboration and rapid tech transfer

Tech-Enabled Drug Discovery

AI-enabled retrosynthesis tools High-throughput Experimentation DMPK automation CADD in silico tools

Specialized Modalities

Peptides, ADC payloads, Oligos, TPDs and driving high-value Discovery growth

Next-Gen Preclinical Models

Organoids and spheroids enable predictive, FDA-aligned efficacy and toxicity testing

Technology advancements are transforming Sai's Discovery platform into a scalable, high-value growth engine

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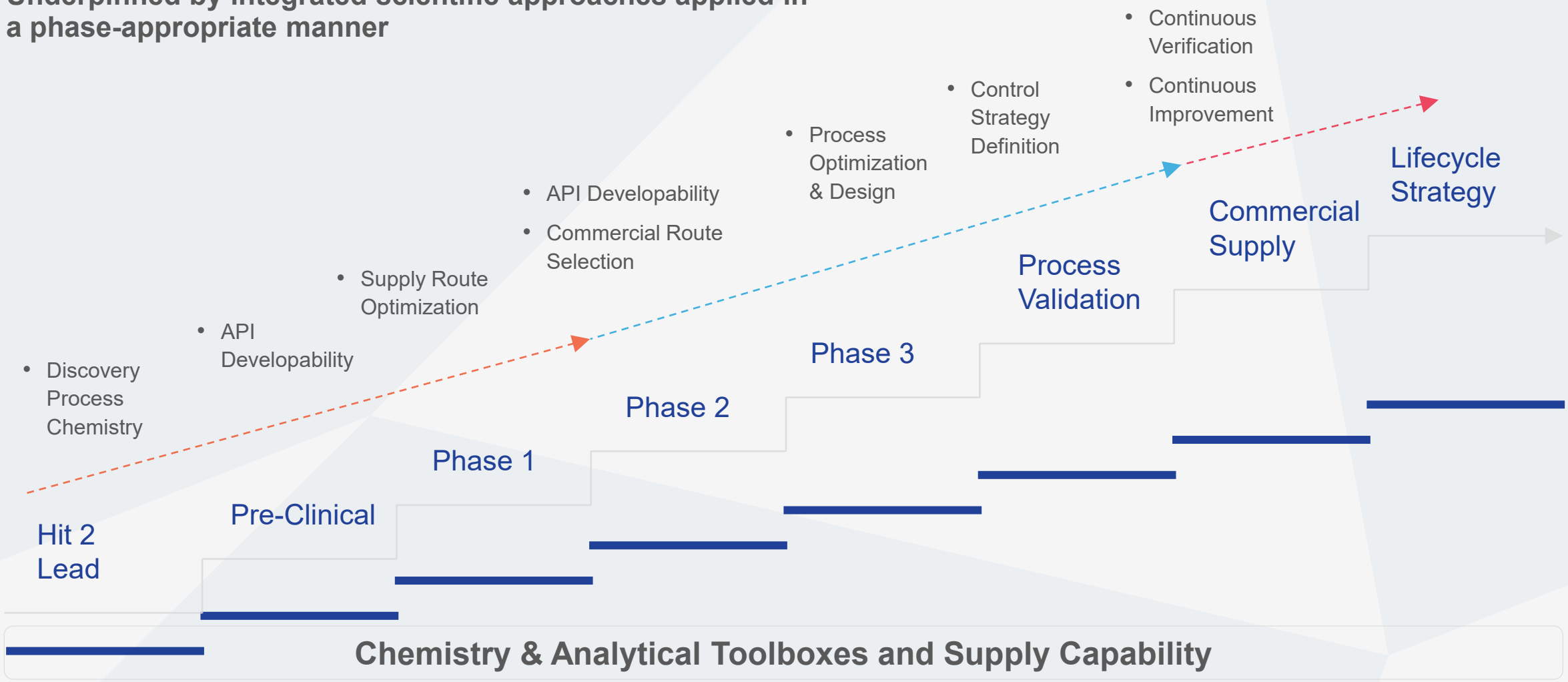
Development Services from H2L to Commercial Supply

Underpinned by integrated scientific approaches applied in a phase-appropriate manner



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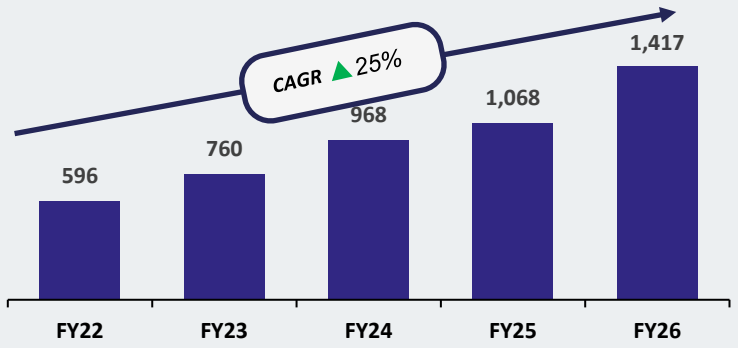
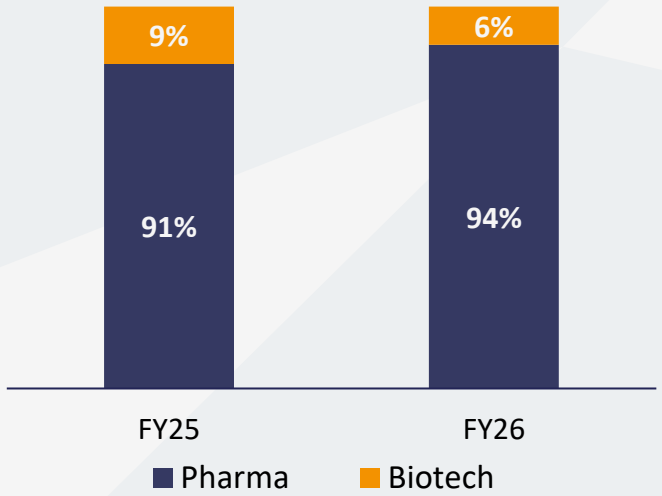
CMC Services (CDMO)

Consistent Revenue Growth (₹ Cr)

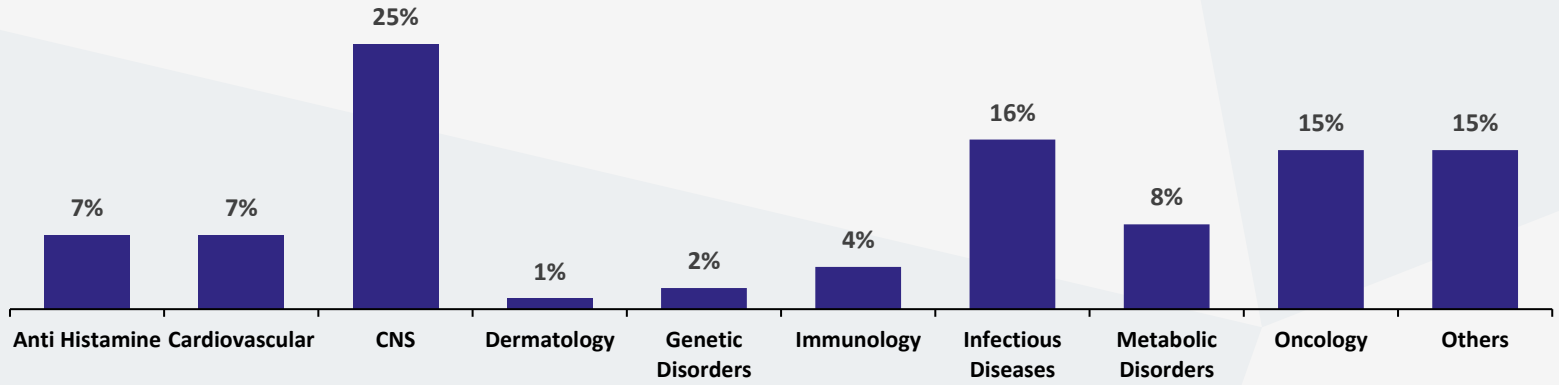


- End-to-End capabilities from **IND through to commercialization**
- Focus on **Complex Chemistry,** ADC Payloads & Linkers
- **Modern, GMP-compliant facilities** across UK and India
- **Flexibility** to support both small-scale clinical supplies and large-scale commercial production
- Proven track record of **commercializing NCEs**
- **Robust regulatory record** with USFDA and PMDA
- **155 Programs** in the pipeline across multiple therapy areas
- **Clear Regulatory Record:** USFDA, PMDA
- At the forefront of **digitalization, automation and sustainability**

Customer Split %



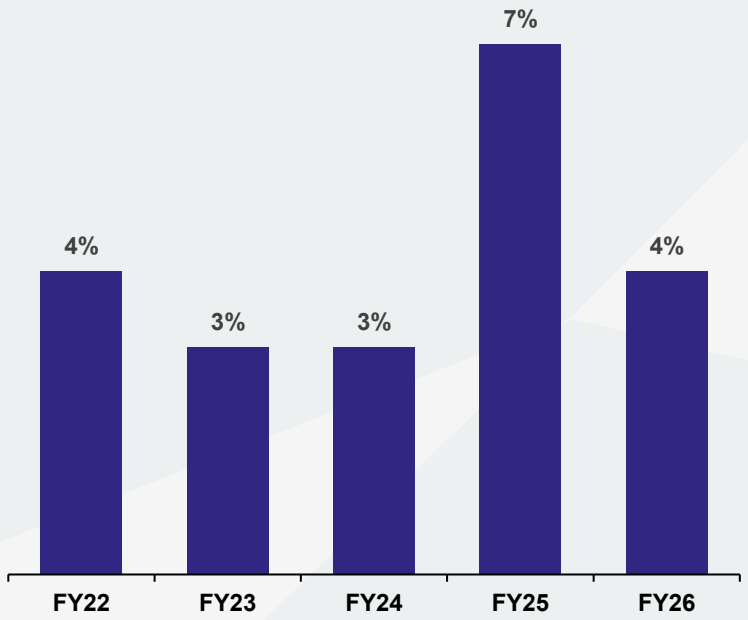
Business Mix Revenue Contribution – By Therapy (%) – FY26



Note: Therapy area contribution varies year-to-year based on client portfolio mix and project timelines. Not indicative of overall market trends

New Modalities: Fortifying foundation to build scale

New Modalities Revenue Contribution (%)



Peptides

Complement peptide discovery with process and scale-up facilities for clinical supplies; focus on commercial supply of fragments before evolving to full-scale peptide manufacturing.

Antibody-Drug Conjugates

Enhancing conjugation in Discovery; upgrading to class 6 containment for end-to-end support. Evaluating clinical conjugation and fill-finish for clinical supply

Oligonucleotides

Involved in multiple projects with Pharma from development to commercial; to focus only on making amidites.

Lipids

Involved in supplying lipids for last few years; looking to expand capacity

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Our Strengths

Information Technology - Driven Excellence: Digitization & Beyond

Digitization
2017 onwards

Converting data, documents and processes from paper/ analog to digital

R&D and Mfg processes progressively digitized to 85% levels of digitization

- GMP Pro and ELN implementation
- QR Code & Label Management
- Learning Management System
- Audit Management System
- Laboratory Information Management System
- Validation Life Cycle Management System

Digitalization
2022 onwards

Use of digitized data for effective monitoring through visual interactive dashboards.

Interactive Business Intelligence dashboards created using real-time data across functions and use cases.

- Batch Quality, Yield, Experiments, Equipment Occupancy, Staffing status, QMS, etc.

Digital Transformation
2023 onwards

integration of digital technologies into all aspects of business operations

Leveraging large data sets with AIML models to create prediction models.

- Digital Transformation Initiatives
- AI/ML - Manufacturing Process Prediction Model

Looking Ahead

- Digitization process in manufacturing expected to be complete by CY 2027
- Continued adoption of BI models to aid faster decision-making
- AI/ML model proof-of-concept outcome to emerge in CY2026.
- Based on results, further integration into operations will be undertaken.

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Global-Standard Operations, End-to-End

Quality Assurance

- 300+ QA/QC professionals across sites
- Integrated e-systems: LIMS, e-QMS
- QA independent; reports to CEO
- Audited by USFDA, EMA, PMDA, Indian regulators
- Focus on data integrity & global compliance

Sustainability Leadership

- 100% renewable energy at Bidar site
- Zero Liquid Discharge: water-neutral ops
- Carbon roadmap approved by SBTi
- Low-emission logistics via DHL

Safety & EHS Leadership

- Embedded Process Safety from quote to execution phase; rigorous lifecycle safety assessments.
- Plant Intermediates areas & lab fume cupboards validated down to 1 µcg/ m^3 containment
- First Indian company to join the PSCI membership; >30 PSCI Audits over the past 7 years
- Silver rating by EcoVadis

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Annexure

Consolidated Statement of Profit and Loss

Particulars (₹ Cr)	Q1FY27	Q4FY26	Q1FY26
Revenue from operations	554	602	496
Other income	4	3	6
Total income	**558**	**605**	**502**
Expenses			
Cost of materials consumed and changes in inventories	145	162	141
Employee benefits expense	180	187	161
Other expenses	80	77	74
Forex (gain)/loss	1	(12)	(4)
EBITDA	**148**	**189**	**125**
EBITDA Margin	27%	31%	*25%*
Finance costs	8	8	12
Depreciation and amortisation expense	46	45	38
Profit before tax & exceptional Item	**98**	**139**	**81**
Exceptional Item, loss	-	0	-
Profit before tax	**98**	**139**	**81**
Tax expense	25	35	20
Profit after tax	**73**	**104**	**60**

Awards Certificates & Accreditations

ISO 14001:2015, ISO 45001:2018, ISO 50001:2018, ISO 27001:2022 & ISO 28000:2022 certifications

Certificate of Registration: Information Security Management System – ISO/IEC 27001:2013

Signatory of United Nations Global Compact (UNGC)

Eco Vadis Silver Medal for Sustainability

Member of:

PSCI Pharmaceutical Supply Chain Initiative – Building responsible supply chains

ACS Green Chemistry Institute Pharmaceutical Roundtable

Certified for Social Accountability and ethical workplace practices

GSK's Environmental Sustainability Supplier award 2021 in the 'Primary Manufacturing' category

Bayer Supplier Decarbonization Award 2025 Finalist

Glossary

APIs	Active pharmaceutical ingredients
Biotechs	Biotechnology companies, often referred to as biotech companies, are largely startups in the pharmaceutical sector which typically focus on developing innovative drugs and drug development technologies to address unmet medical needs
Blockbuster End Molecules	Blockbusters are drug products with annual sales of over US$1 billion in the Financial Year 2023
CDSCO	Central Drug Standards Control Organization, India
CMC / CDMO	Chemistry, Manufacturing and Control / Contract Development and Manufacturing Organization
CMO	Contract Manufacturing Organization
COFEPRIS Mexico	Federal Commission for the Protection against Sanitary Risk of Mexico
CRDMO	Contract Research, Development, And Manufacturing Organization
CRO	Contract Research Organization
DMPK	Drug metabolism and pharmacokinetics
GATT	General Agreement on Tariffs and Trade
Generic drugs	Refer to pharmaceutical drugs that have the same chemical composition as the original innovator drug and can be sold by companies after the patent on the original drug expires
Innovation Clusters/Hubs	Nine regions identified by Frost and Sullivan including Boston/Cambridge in Massachusetts, Manchester/London/Cambridge in UK, Chicago in Illinois, New Jersey, New York, Paris in France, Switzerland and Japan. In 2022, approximately 57% of global R&D spending were in these nine pharma hubs
Innovator Drugs	Refer to first drugs created containing specific active ingredients and undergo approval or patent process for use
Large Molecule	Have a large molecular weight and made of proteins that are complex in structure compared to small molecule drugs. Costly to manufacture and, at this time, in most cases can only be administered by injection or infusion. Typically manufactured biologically, i.e. extracted from living organisms, but often include certain synthetic chemistry processes
Large Pharma Companies	Pharma companies with revenues > USD 10 billion
Mid Pharma Companies	Pharma companies with revenues in range of USD 500 million to USD 10 billion
NCE	New chemical entities
PMDA	Pharmaceuticals and Medical Devices Agency, Japan
Small Molecule	Organic compound with low molecular weight, small molecule drugs are known for their affordability, ease of administration (largely orally), and broad therapeutic coverage. Typically manufactured using synthetic chemistry processes
Small Pharma Companies	Pharma companies with revenues lower than USD 500 million
TRIPS	Trade-Related Aspects of Intellectual Property Rights
UNIT IV	Manufacturing facility at Bidar
USFDA	United States Food and Drug Administration

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Thank You

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