Zeal & Innovation in Medicine

Ref No.: ZLL/CS/BSE/NSE

Date: 06.08.2026

BSE Limited, Market Operations Dept. P. J. Towers, Dalal Street, Mumbai- 400 001 Company Code- 541400	National Stock Exchange of India Limited Listing Compliance Department Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051 (Symbol - ZIMLAB)

Dear Sir/Madam,

Sub: Q1 FY27 - Earnings Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed Q1 FY27 - Earnings Presentation.

Kindly take the intimation on record.

Thanking you,

Yours faithfully,

For ZIM LABORATORIES LIMITED

Piyush Siddheshwar Nikhade

Digitally signed by Piyush Siddheshwar Nikhade
DN: c=IN, o=Personal, postalCode=440012, l=Nagpur, st=Maharashtra, street=325, Mahalaxmi Appt. Dhantoli, Nagpur, Maharashtra India 440012 West Centrel Road, title=3526, 2.5.4.20=42e9b6a98356f9095ec25716fc30d8cb8463fc1dc23adada5293c43849baaf78, serialNumber=3cced6ca26d23668ee558b723602e5236d527adc99269a3746951cdb919fca04, email=Cspiyushnikhade@gmail.com, cn=Piyush Siddheshwar Nikhade
Date: 2026.08.06 19:02:22 +05'30'

(Piyush Nikhade)
Company Secretary and Compliance Officer
Membership No. A38972

Encl: As above.

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ZIM LABORATORIES LIMITED

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EARNINGS PRESENTATION Q1 FY27

People | Innovation | Quality

www.zimlab.in

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Table of Content

Q1 FY27 FINANCIAL HIGHLIGHTS

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Q1 FY27 Vs Q1 FY26

Total Operating Income

₹942 Mn

₹718 Mn

▲ 31.2%

EBITDA

₹34 Mn

₹57 Mn

▼ 40.0%

EBITDA Margin

3.7%

7.9%

▼ 430 bps

Total R&D Spend*

₹82 Mn

8.7% of TOI

*Incl. **₹34 Mn** towards BE studies & regulatory filings

REGULATORY MOMENTUM (Q1 FY27)

Filings & Approvals

FILED WITH MOH		
NIP	ODS	FF
2	9	6
New Innovative Products	Oral Thin Films	Finished Formulations Generic

MAs RECEIVED FROM MOH		
NIP	ODS	FF
4	3	3
New Innovative Products	Oral Thin Films	Finished Formulations Generic

17
Total Filings

10
MAs Received

3
Filing Types

NIP · ODS · FF Generic for the Developed, Pharmerging & RoW Markets

STATUS UPDATE & PROGRESS ON EU-GMP CAPA REMEDIATION

Most of the CAPA remediation plan has been **completed and implemented**

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01

Q2 FY26

June / July EU GMP Inspection. Onboarding External Consultant for CAPA Plan. Submission of comprehensive CAPA Remediation Plan. Capital Expenditure Orders placed for key systems needed. Contract Manufacturing for alternate site with accreditations finalised for Star Product 1.

Q2 FY26 Complete

02

Q3 FY26

Submission of CAPA Progress for upto October 2026. Appointment of European Consultant for CAPA Remediation. Strengthening Team in QMS. Training of Team. Additional CMO for specific markets being finalized. Hiring of QA Head.

Q3 FY26 Complete

03

Q4 FY26

Independent assessment by European + Indian Consultant. Effectiveness check on CAPA remediation progress . Validation by Consultants . Submission of CAPA Progress.. Initiatives on triggering Audits from other regions. Filing Batches from CMO Partners for Star Product 1. Pre-Audit by External Consultants.. Potential Re-Audit of facility by EMA inspectors.

Q4 FY26 Complete

04

Q1 FY27

Registration of Products in Pharmerging & RoW Markets. Feedback on other Audits : Re-Audit of facility by EMA inspectors. Launch of Star Product 1 in Alternate Markets. Extend alternate manufacturing strategy to other markets.

Q1 FY27 Complete

05

Q2 FY27

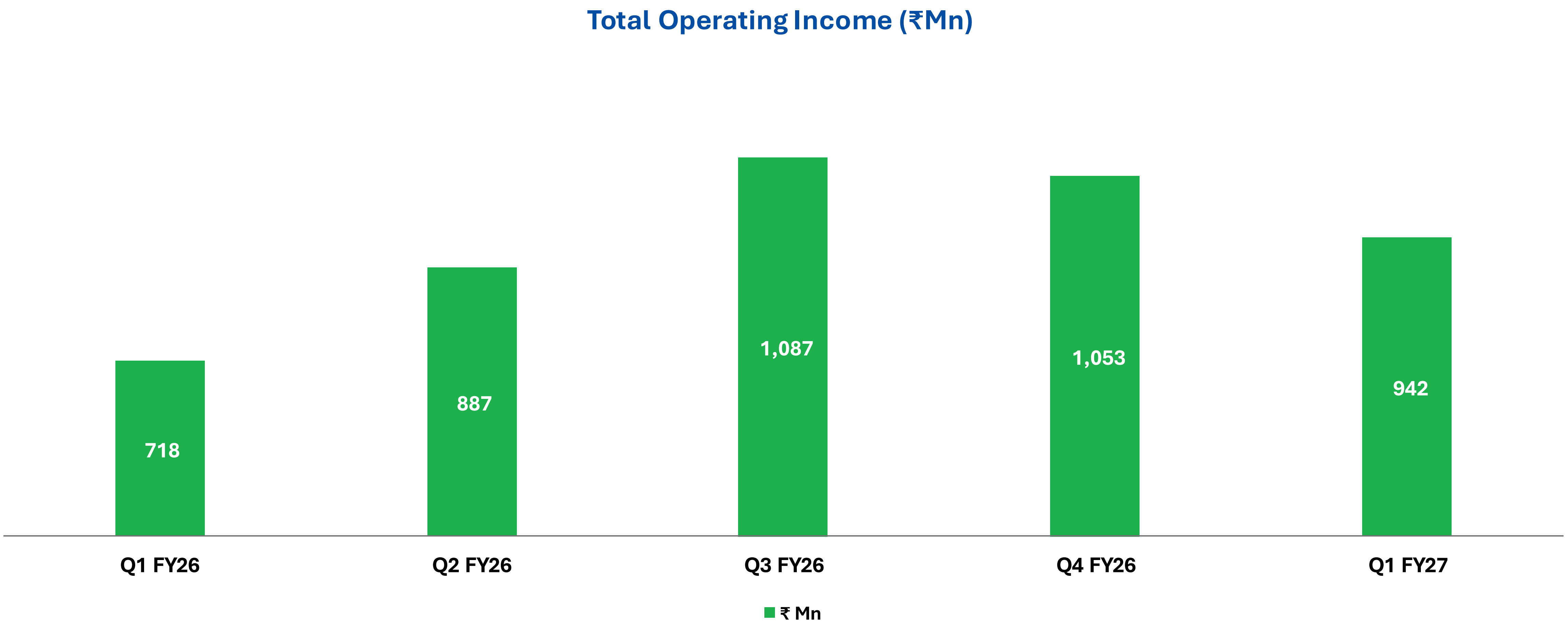
CAPA Submission planned after receipt of final report from EMA inspectors. Secure order for Star Product 1 in other developed markets. Start planning for supplies to EU and UK markets by planning for Raw Material availability and production readiness

Q2 FY27 In Progress

In addition to this, we underwent TGA Audit and PIC/S Malaysia audit

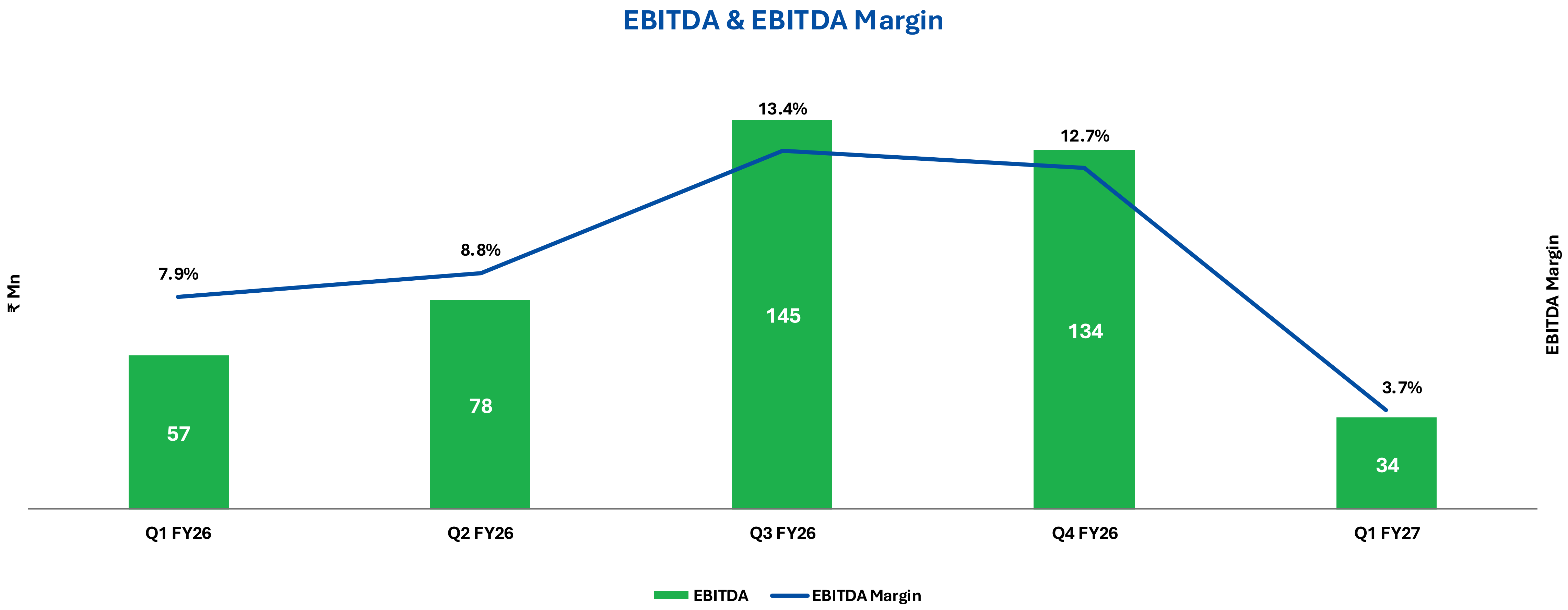
 6

TOTAL OPERATING INCOME



- Total Operating Income at ₹942 Mn, up 31.2% YoY
- Total Operating Income down 10.5% QoQ due to war situation in the Mid East and serious logistic challenges; some early signs of improvement

EBITDA & EBITDA %

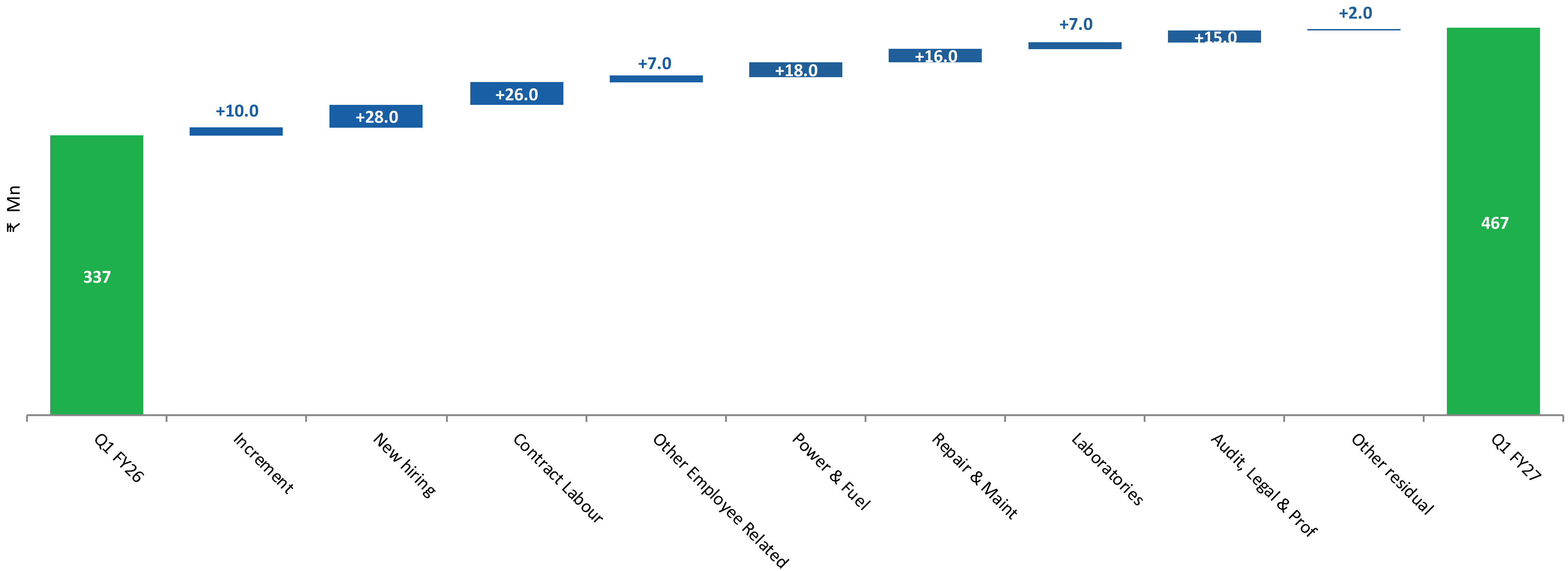


- EBITDA at ₹34 Mn, down 40% YoY; EBITDA margins at 3.7% vs 7.9% in Q1 FY26.
- Gross contribution margins remained in line with margins for the year FY26 and the previous quarter
- Lower EBITDA margins primarily due to increased utility and employee costs

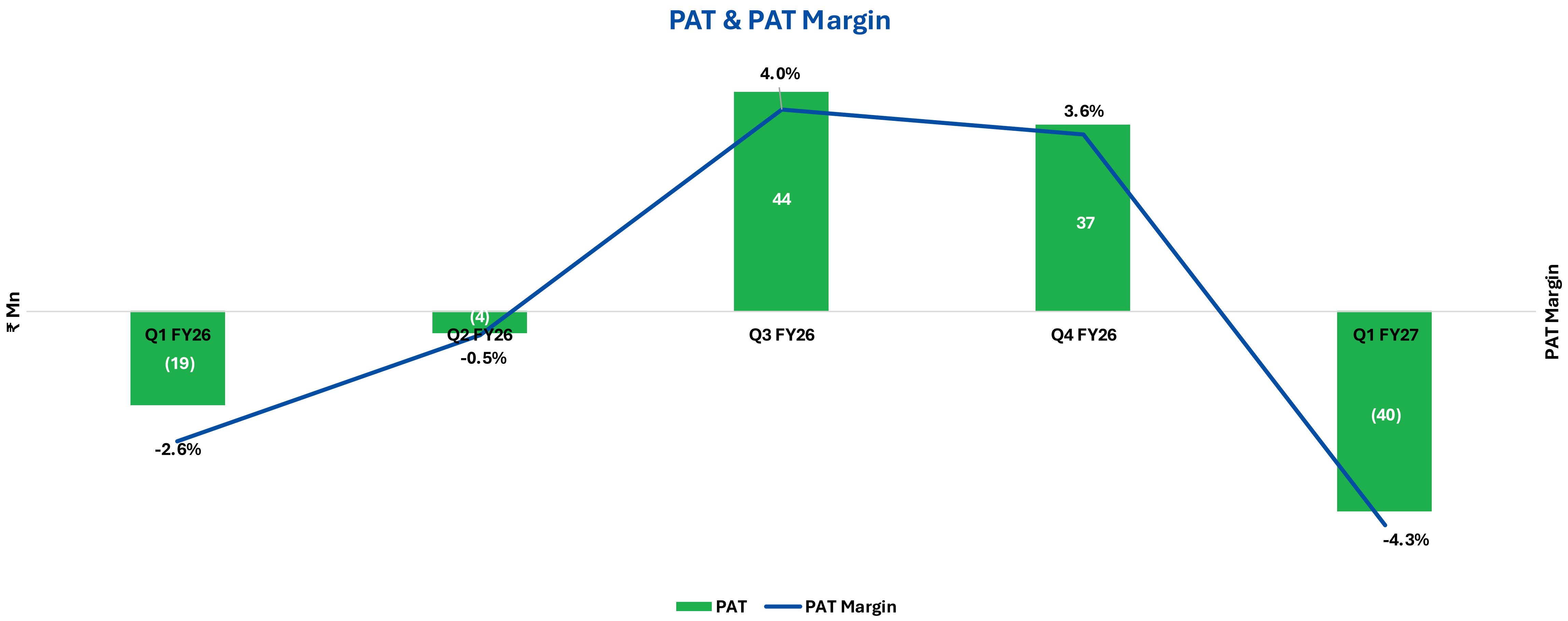
EXPENSE BRIDGE: Q1 FY26 → Q1 FY27

Employee benefits & other operating expenses · ₹ Mn

Q1 FY26 total	Employee ↑	Opex ↑	Others ↑	Q1 FY27 total
337	+72	+41	+17	467

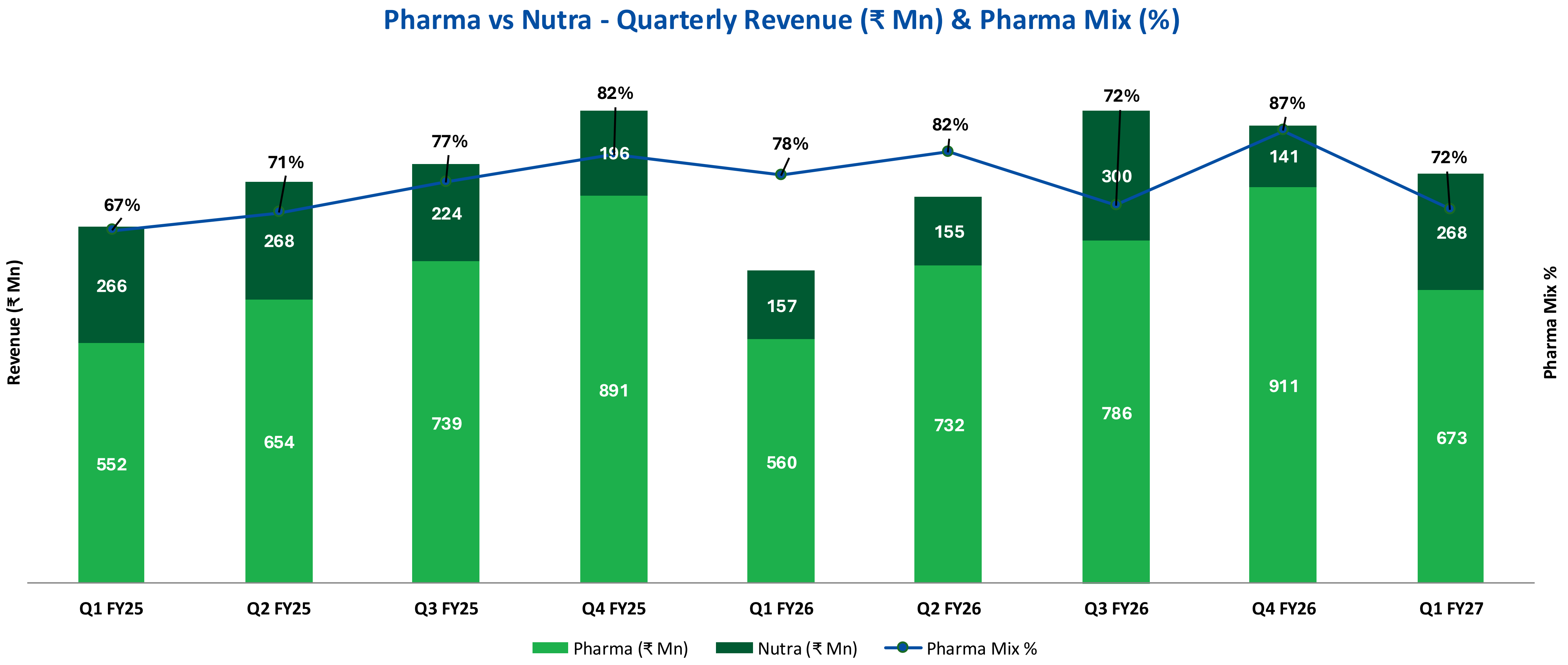


PAT & PAT %



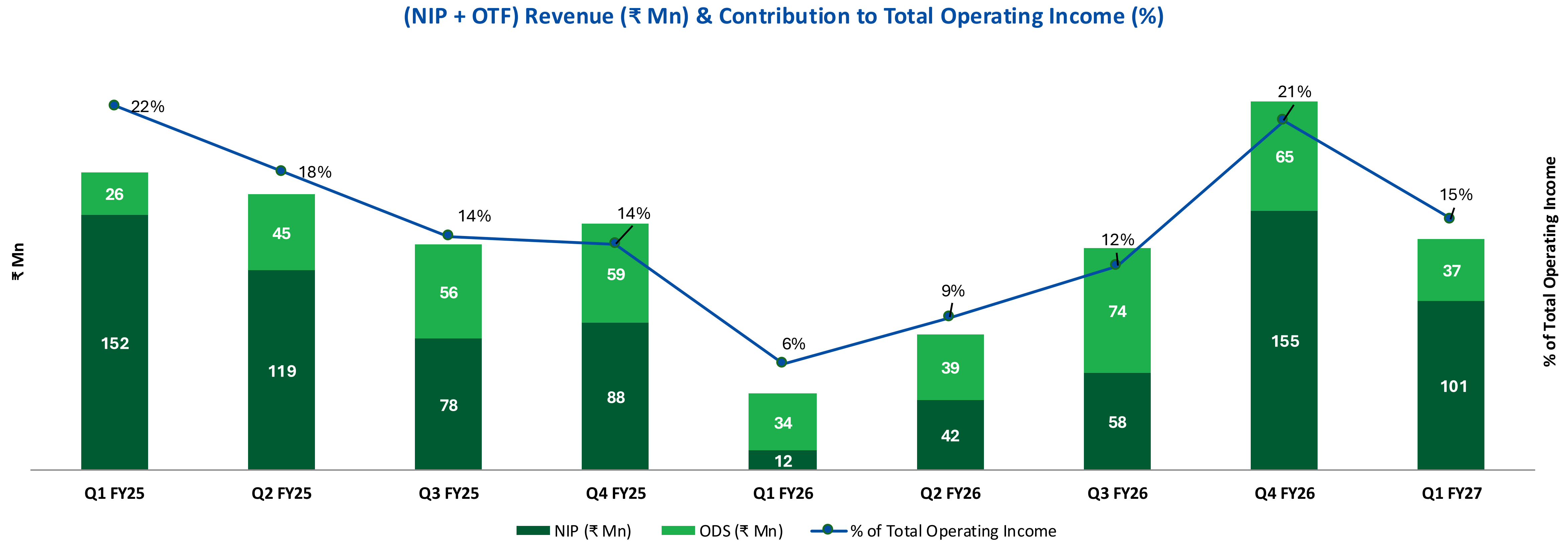
- PAT at ₹ (40 Mn) in Q1 FY27 declined from ₹(19) Mn in Q1 FY26 ; mainly due to flow through of lower EBITDA.
- Increase in depreciation and finance costs are a direct outcome of investments now in place to support the next phase of scale-up.

PHARMACEUTICAL & NUTRACEUTICAL : MIX %



- Pharma business contributed 72% (₹ 673 Mn) of total revenue, while Nutra contributed 28% (₹ 268 Mn).
- Pharma business contribution increased 20 % while Nutra business contribution increased 71% YoY

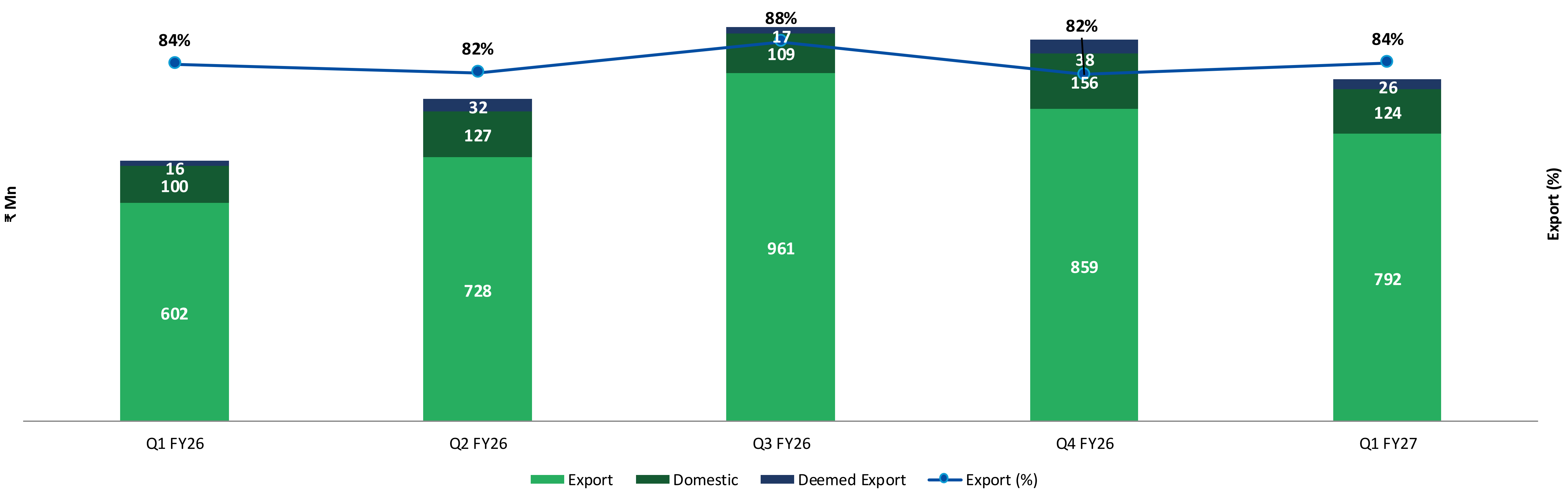
INNOVATIVE PRODUCT CONTRIBUTION



- Innovative Product revenue (NIP + OTF) increased 3x YoY to Rs 138 Mn in Q1FY27; contribution increased to 15% from 6% in Q1FY26
- Innovative Product contribution including dossier licensing fees increased to 18% of Total Operating Income
- We continue to build on our robust innovative product development pipeline and have momentum in registrations.

BUSINESS MIX

Business Mix (₹ Mn) & Export (%)



- Export business share is at 84% of revenue in Q1 FY27
- Export Business increased 31.7% YoY while domestic business grew 24% YoY

ADVANCING INNOVATION : NIP PRODUCT PIPELINE (EU/UK)

12 products in active development across **7 therapy areas** - **3 regulatory approvals secured** · Several products ready for filing

Product	Therapy Area	Market Review	Formulation Dev.	Validation	BE Studies	Reg. Filing	Reg. Approval	Commercial Supplies
Product 1	Urology							
Product 2	Gastrointestinal							
Dabigatran Etexilate	Anti-Coagulant						✓	
Di-Methyl Fumarate	CNS						✓	
Product 5	Urology							
Product 6	Rheumatoid Arthritis							
Azithromycin Susp.	Anti-Infective						✓	
Product 8	Analgesic							
Product 9	Gastrointestinal							
Product 10	Gastrointestinal							
Product 11	Skin Disorders (Anti-psoriatic)							
Product 12	Urology							

Some of these products have been commercialised in RoW markets including India (B2B)

ADVANCING INNOVATION : OTF PRODUCT PIPELINE (EU/UK)

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5 OTF products across 3 therapy areas - 3 regulatory approvals secured

Product	Therapy Area	Market Review	Formulation Dev.	Validation	BE Studies	Reg. Filing	Reg. Approval	Commercial Supplies
Rizatriptan	CNS							
Sildenafil	Erectile Dysfunction							
Product 3	CNS							
Product 4	Erectile Dysfunction							
Buprenorphine	Opioid De-Addiction							

Some of these products have been commercialised in RoW markets including India (B2B)

R&D DRIVING PRODUCT INNOVATION

Q1 FY27 : ₹34 Mn

allocated for BE studies & registrations, advancing the Innovative Products (NIP + OTF) pipeline

109 R&D Team Size*

91 Post-Graduates

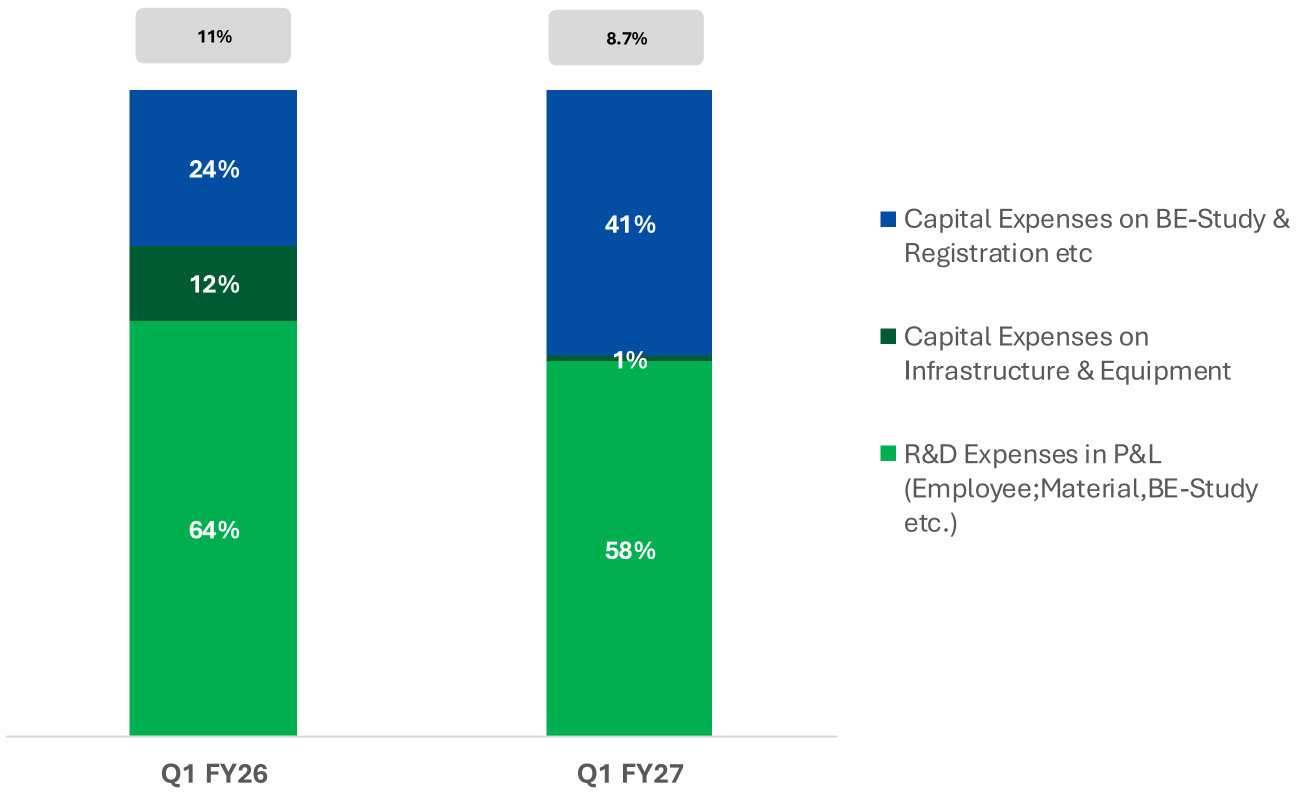
2 PhDs

8 NIP Filed in EU to date

4 Versatile Technology Platforms

* Includes 27 people from Regulatory Affairs;
Net R&D Team is 82 with 71 Postgraduates and 2 PhDs

R&D EXPENSE MIX & INVESTMENT AS % OF OPERATING INCOME



Q1 FY27 : Total R&D allocation of ₹82 Mn focused on product development, dossier upgrades, registrations & infrastructure

R&D investment sustained at 8%+ of Operating Income - driving long-term product pipeline growth across EU/UK and RoW markets

INCOME STATEMENT

Particulars (₹ Mn)	Q1FY27	Q1FY26	YoY%	Q4FY26	QoQ%
Total Operating Income	942	718	31.2%	1,053	-10.5%
Other Income	10	15	-32.8%	62	-84.0%
Total Income	**952**	**733**	**30.0%**	**1,115**	**-14.6%**
EBITDA	**34**	**57**	**-40.0%**	**134**	**-74.2%**
EBITDA %	3.7%	7.9%	(430) Bps	12.7%	(900) Bps
Finance Cost	36	33	10.3%	33	10.4%
Depreciation	54	48	10.4%	52	3.3%
Profit/(Loss) Before Tax (PBT)	(56)	(24)	129.0%	49	-214.8%
PBT %	(5.9%)	(3.3%)	(250) Bps	4.6%	(1050) Bps
Profit/(Loss) After Tax (PAT)	**(40)**	**(19)**	**114.2%**	**37**	**-207.4%**
PAT %	(4.3%)	(2.6%)	(170) Bps	3.6%	(780) Bps
EPS (₹ / Share)*(not annualised)	(0.75)	(0.38)	97.4%	0.76	-198.7%

SHAREHOLDING

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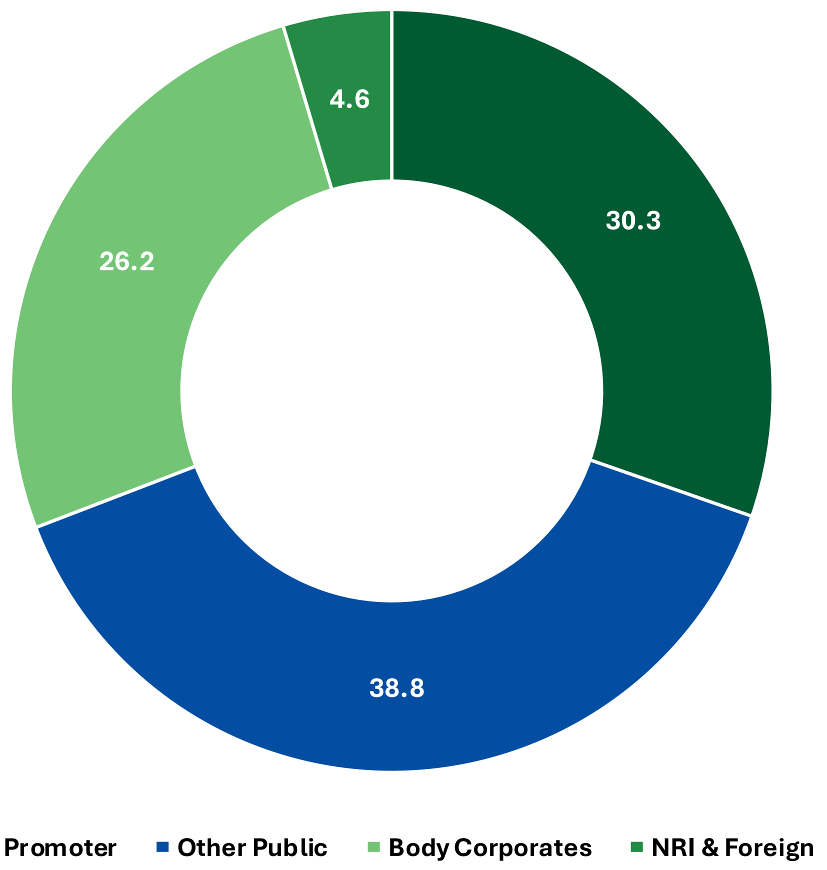
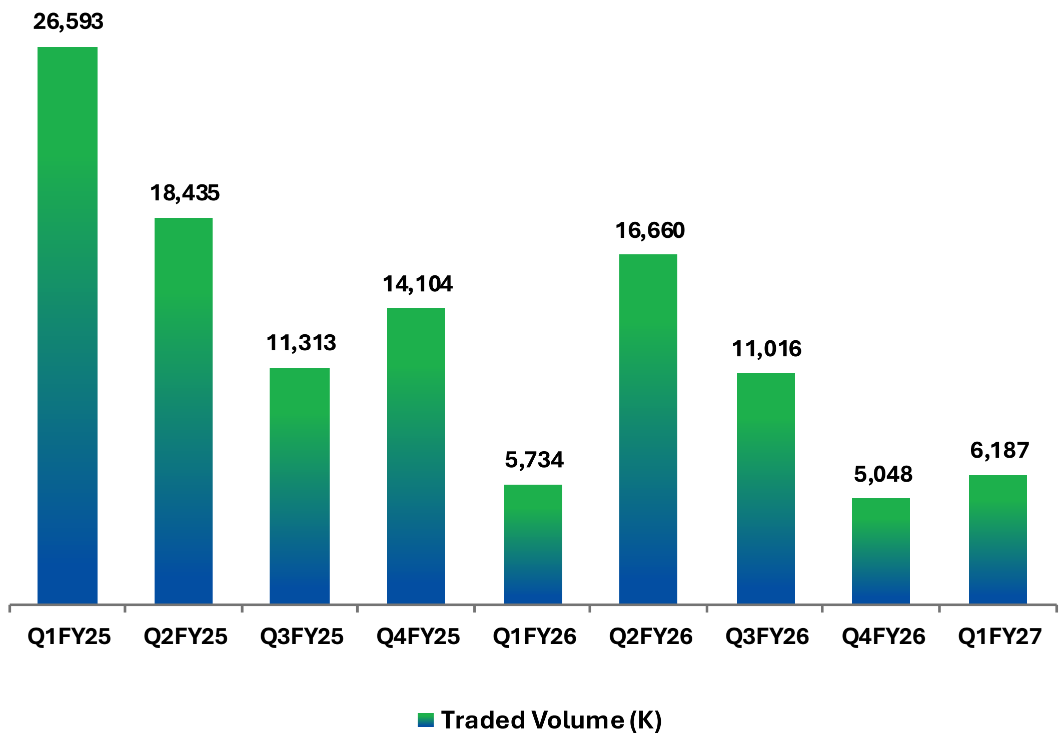
Ownership % (June 2026)



Traded Volume (In K) - BSE + NSE



Shareholders : 14.5 K

Promoter Holding : Free of any encumbrance

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