



**BETA**  
DRUGS LTD.

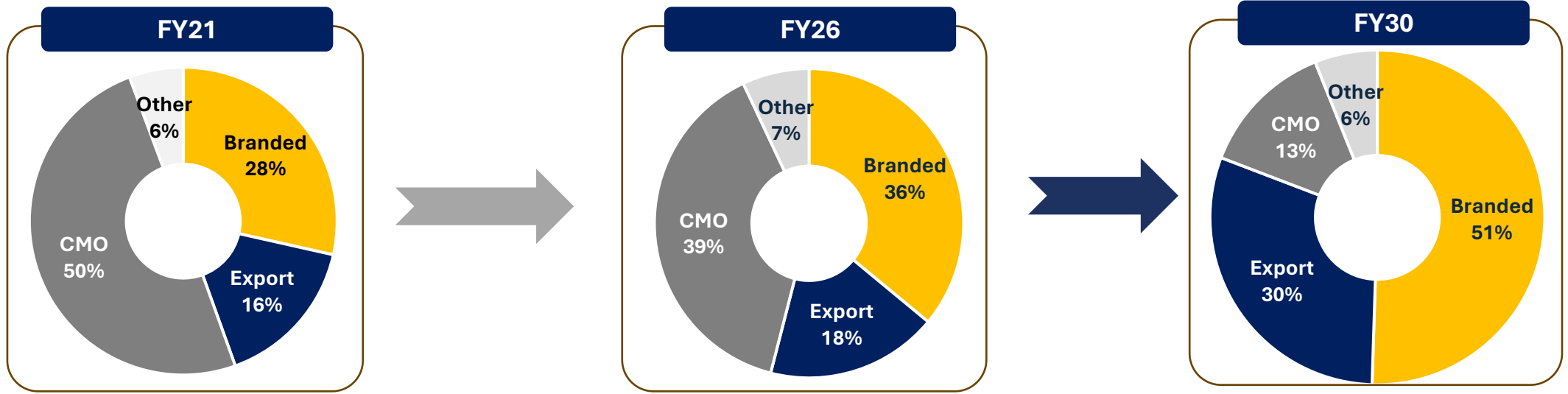
## FY26 – Annual Result

May 2026



# Roadmap for strategic transformation

# Beta Vision 2030: Strategic transformation creating enduring value



## Key Strategic Priorities



**Creating a strong branded franchise-** to be among the top 5 & the fastest growing branded formulations company in Oncology



Innovation through investment in R&D & new product development



**Ramp-up exports** across regulated & semi regulated markets through commercialization of product filings



**Leverage wide distribution network** to drive growth at Nivian

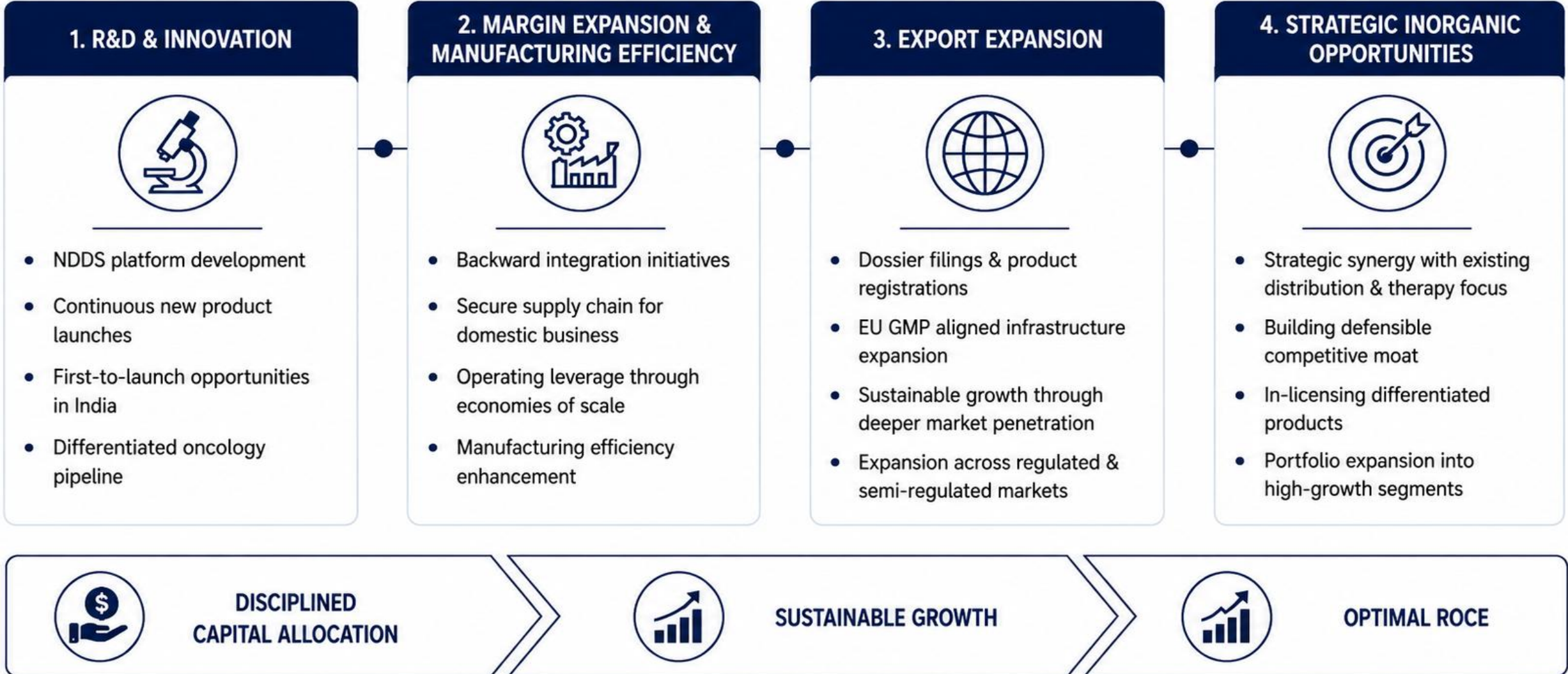


**Expand margins through** cost efficiency & backward integration



Strong balance sheet coupled with **efficient cash conversion** cycle to accelerate long term investments

# Disciplined capital allocation focused on sustainable value creation















# **FY26: Financial Performance**

# FY26 Performance: Strengthening our pillars of growth

## FY26 Revenue

## Key Highlights for FY26

Segment	Revenue (Cr)	Key Highlights
Branded Segment	140 Cr	<ul style="list-style-type: none"> <li> Deeper penetration in key accounts/hospitals</li> <li> Healthy pipeline that continues to drive sales</li> <li> Building deeper &amp; long-term relationship with customer</li> <li> Derma clocked the sales of 16.6 Crs, growth of 35%. Licensed innovative products will be added soon</li> </ul>
CDMO	149 Cr	<ul style="list-style-type: none"> <li> CDMO business expected to grow at sustainable 5-7% CAGR</li> <li> Focus on high margin products to expand overall Company profitability</li> </ul>
Exports	71 Cr	<ul style="list-style-type: none"> <li> FY27 expected to be a watershed year for commercialization of registrations</li> <li> Penetrate deeper in key export markets</li> <li> Missed tenders to be executed in H1 FY27</li> </ul>
Others	25 Cr	<ul style="list-style-type: none"> <li> API sales grew by 24% to INR 24.8 Crs</li> </ul>



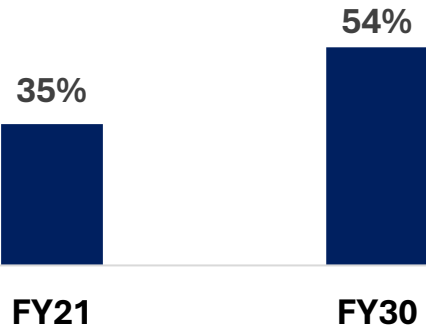
# FY26: Segment Performance Overview

# Branded Segment: Strong Execution drives sustained growth

## Consistent growth in Branded Oncology Segment

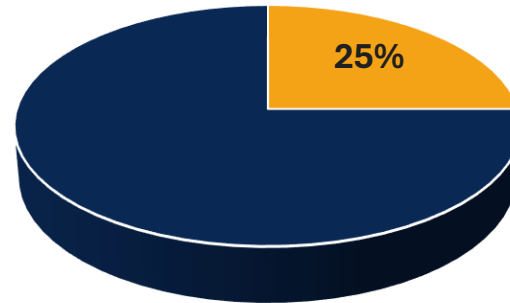


### Execution excellence



Top 10 brand contribution

### Track record of scale up



Contribution: New Products\*

## Embedded capabilities in Brand creation

FY21

FY26

Brands > INR 5 Crs.

NIL

7

## Product pipeline and Marquee Customers

### NDDS

- Megestrol acetate O/S
- Methotrexate O/S
- Imatinib Suspension
- 5 products under development

### New Launches

- **Olaparib & Acalabrutinib**– Among top 5 in the 1st year of its launch
- **19 Products** under development

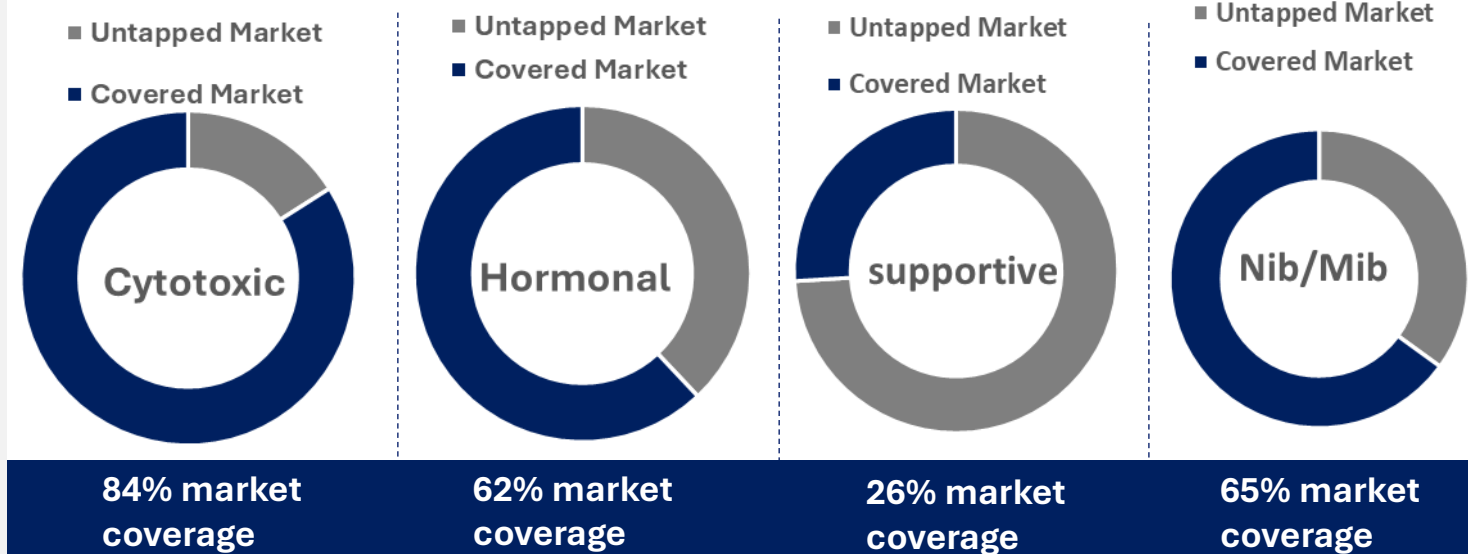
### Marquee Customers



# Meaningful presence across all key segments of Oncology treatment protocols

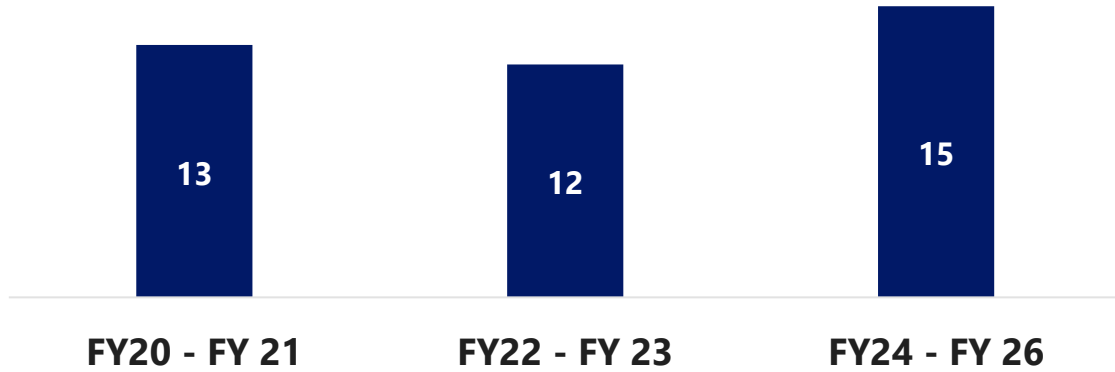
- Present in Oncology & Cosmeceutical therapeutic areas
- 135+ products in Oncology
- Products available in more 85% of corporate & Govt hospitals

## Our coverage in different segments of Oncology



# R&D led innovation: enabling strong clinical differentiation

## Demonstrated consistency in introducing innovative products

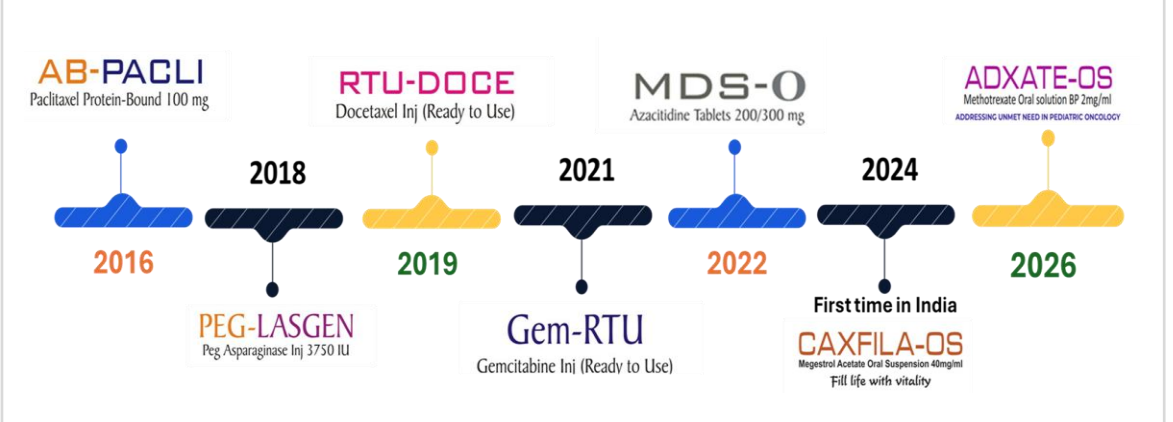


## Successful product launches (FY26)

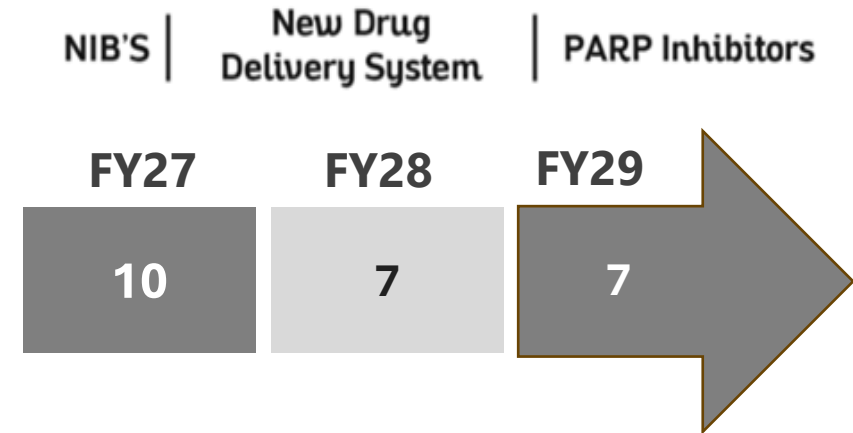
**ADXATE-OS**  
Methotrexate Oral solution BP 2mg/ml



## Well-established track record of NDDS product introductions



## Product pipeline – spread across NDDS + New Launches



# Dermatology: Enhancing portfolio with differentiated portfolio additions



Agreement with the European company for the **"First to launch"** product - Mesotherapy in Indian Cosmeceutical market

**PROMOITALIA**  
MEDICAL AESTHETICS



Exclusive agreement with **Frezyderm** to launch their premium cosmeceutics: anti ageing, Depigmenting etc.



Tracking to average monthly sales of 1.4 Crs. – no new net additions to the sales force



Achieved breakeven in FY26 on monthly basis



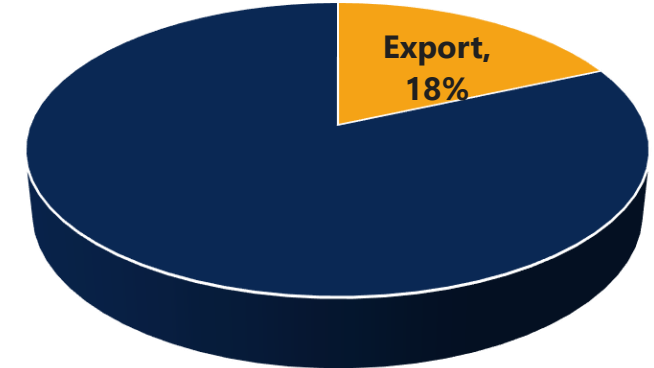
# Exports: Identified core geographies to power long term growth

Core geographies: Large addressable markets with attractive underlying growth

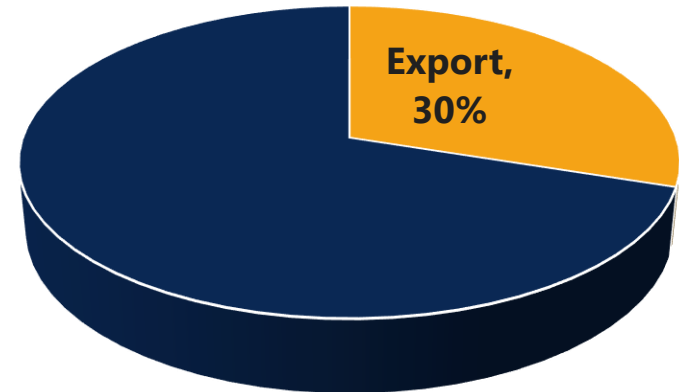
Exports to be a cornerstone of Beta's transformative journey

Geography	Est. Mkt Size (USD Bn)	Est. Mkt Growth
<p>LATAM</p>	2.5	10%
<p>Africa</p>	1.4	10%-12%
<p>APAC</p>	4.0	8%-10%
<p>MENA</p>	1.1	8%

FY26

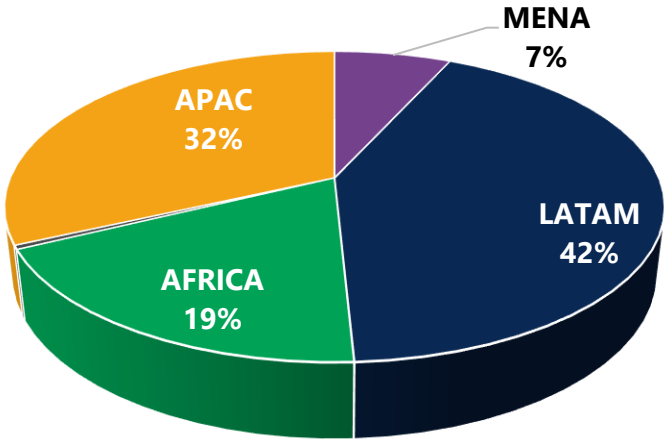


FY30



# Exports: Establishing the strong foundation in the core geographies

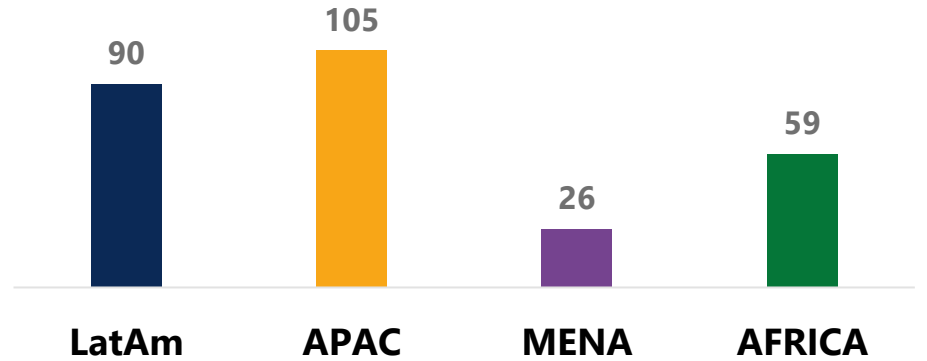
## Core geographies – driving export sales



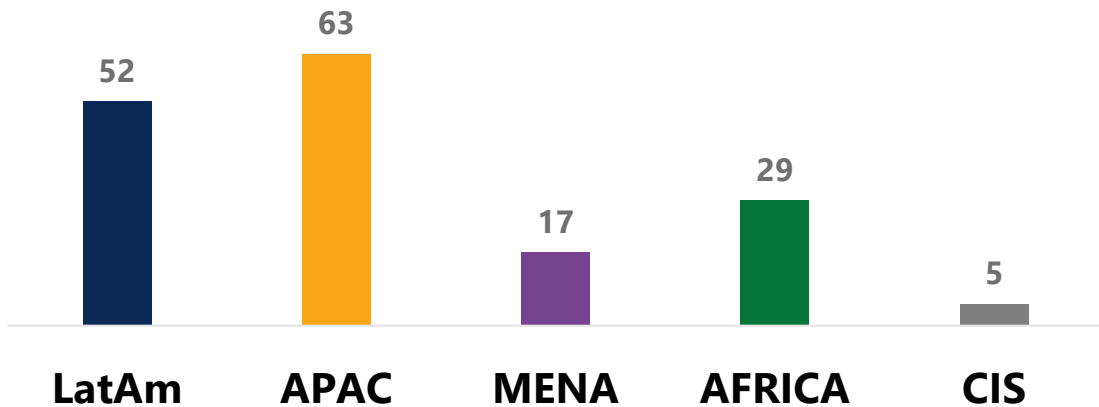
## Cumulative dossier registrations across core geographies



No of registrations till date



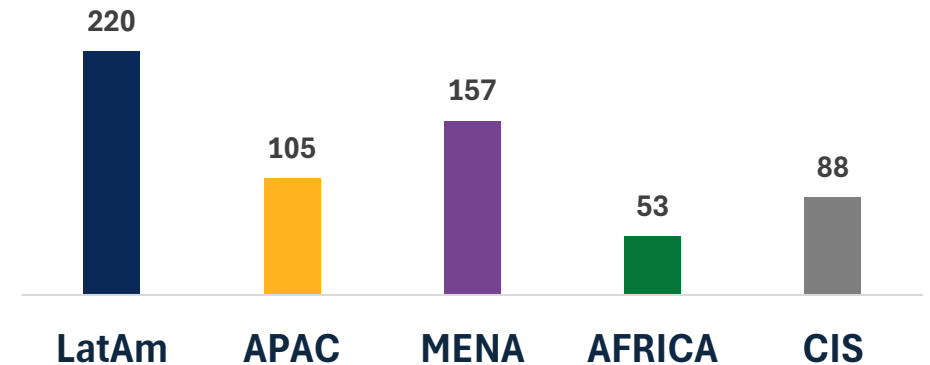
## Registrations momentum continues unabated



## Dossier Pipeline



Registration Pipeline



# CMO: Most trusted CMO partner in India catering to marquee customers

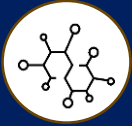


- Clocked ~INR 150 Crs. turnover
- Suppliers to most leading oncology formulation companies
- 95%+ repeat business from key customers

 A new way for a new world	 The Care Continues...		

- Focus on high margin products
- Strategy to shift NDDS products to CMO customers
- Business to continue on steady long term growth path

# API: Backward integration provides significant lever for future margin expansion



Wide portfolio of API related to Oncology drugs



**80%**  
of API for formulations manufactured in-house



API facility with a world-class microbial lab with the latest equipment

## API business provides competitive advantage

**Strategic business enabler for the manufacturing of cost – effective formulations**

- **Line expansion** to focus on EU GMP
- **Capacity improvement:** Focus on increasing capacity and improving manufacturing processes
- **Strong external customer base** including large generic companies
- **Initiated export** of API in non- regulated markets

## FY26 - Key highlights

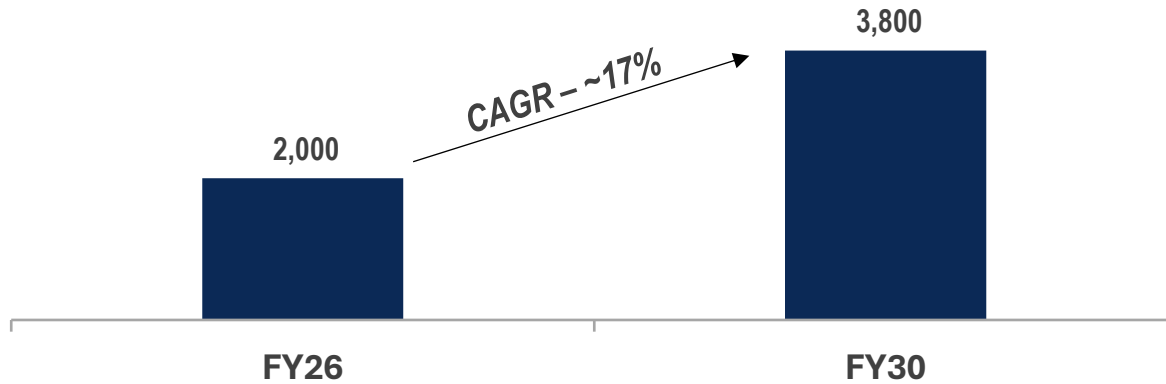
- **Invested >20 Crs.** in FY26 for backward integration; also provides cushion amidst **supply chain vulnerabilities**
- Unlocking potential in PICS nations for formulation filings
- Access to API markets globally
- Development of new APIs for branded segment product launches



**NIVIAN: Beta's foray into the IVF segment**

# Nivian: Beta's foray in the fast-growing IVF market

## India IVF market estimate (INR Crs.)



IVF market to outpace the Indian pharma market growth

1.5x

Nivian's addressable market

1,000 Crs.

20%

Secondary infertility predicted to grow at 20% each year

<7

Dominated by few MNCs & large Indian pharma companies

## Nivian at a glance



**31**  
Products



**15**  
States & UTs



**11**  
3<sup>rd</sup> Party  
Manufacturers



**1,500+**  
Fertility clinics



**1,209**  
Gynaecologists



**1,500+**  
IVF Labs



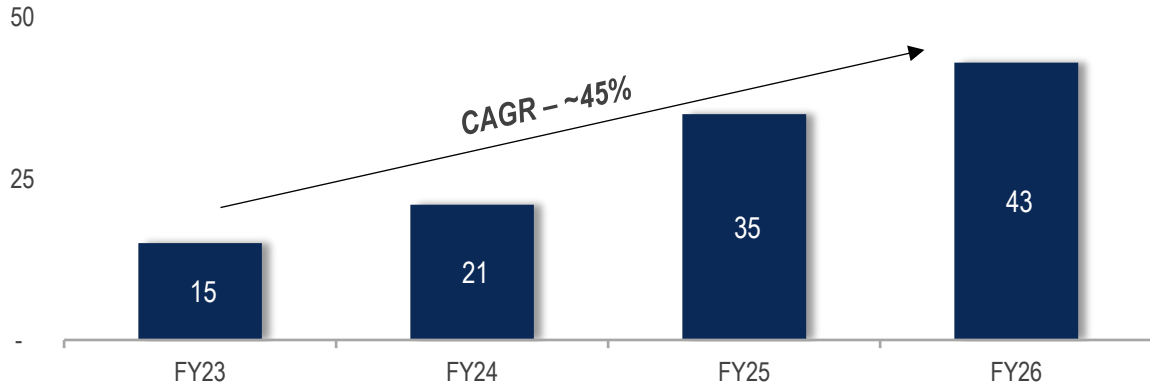
**500**  
IUI Clinics



**850**  
Doctors using  
Nivian product

# Nivian: A scaled-up, dynamic company focused on IVF segment

## Nivian: leading high growth IVF pharma company



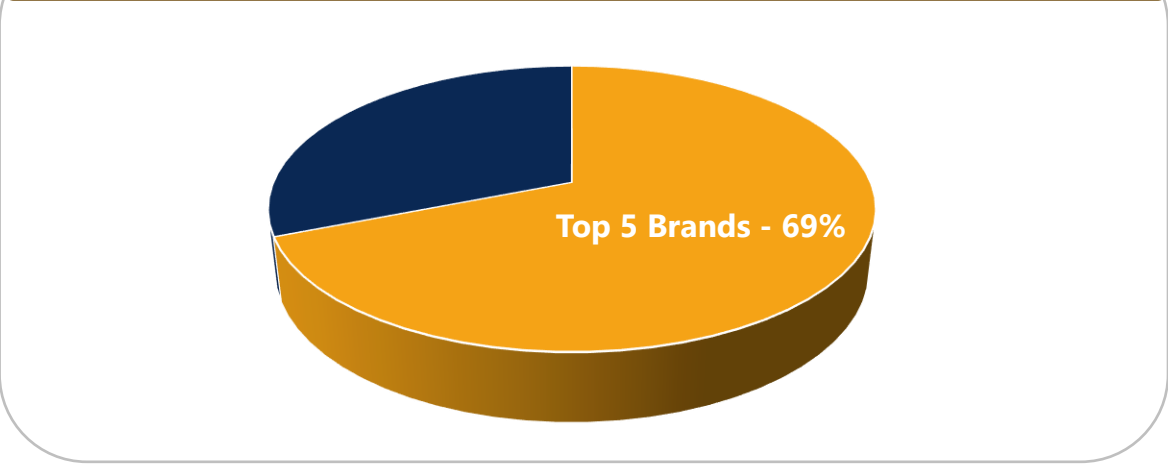
## Spread of Sales & marketing team across India



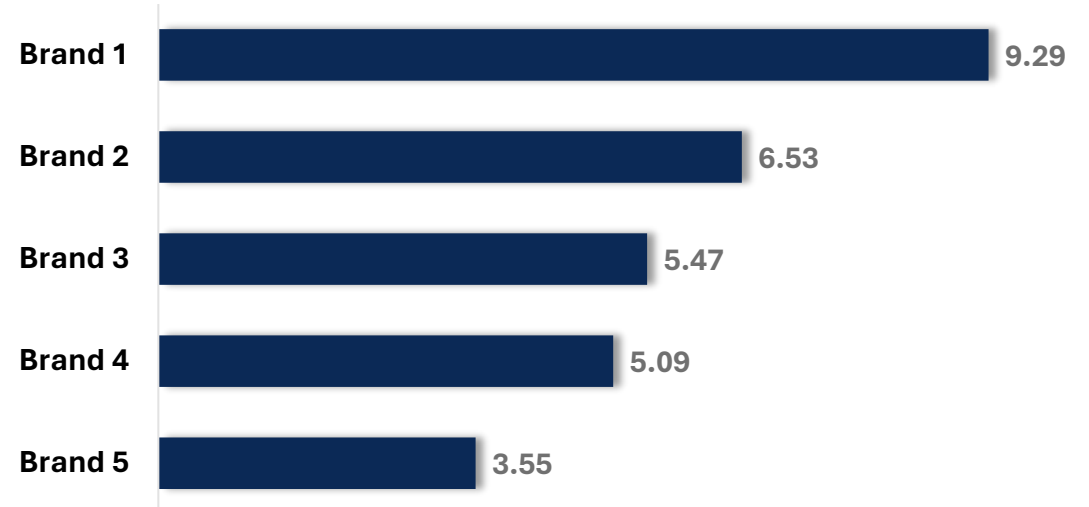
- North : 13
- West: 23
- East: 11
- South: 14

**Total sales team: 61**

## Formidable brand franchise (FY26)



## Key brands (INR Crs.)





# FY26: Balance Sheet

## Balance Sheet - Summary

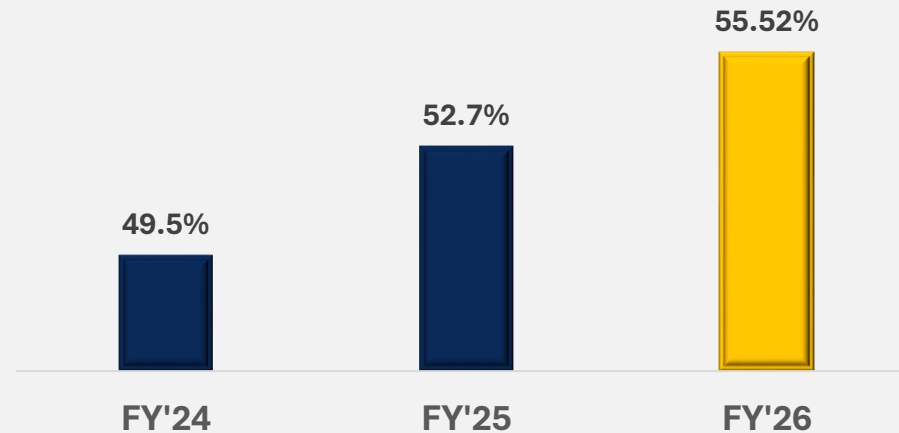
	FY'24 (Rs Cr)	FY'25 (Rs Cr)	FY'26 (Rs Cr)
Share capital	9.61	10.09	10.13
Reserves	147.5	187.00	234.63
Borrowing (Long term & short term)	11.00	136.38	147.80
Other liabilities	85.98	102.75	103.22
<b>Total liabilities</b>	<b>254.09</b>	<b>436.23</b>	<b>495.79</b>
Fixed asset (Net of depreciation)	64.59	88.93	125.26
Non current investment	-	-	-
Cash & cash equivalent	28.63	147.02	124.84
Other assets	160.87	200.28	245.68
<b>Total assets</b>	<b>254.09</b>	<b>436.23</b>	<b>495.79</b>

# Key Ratios

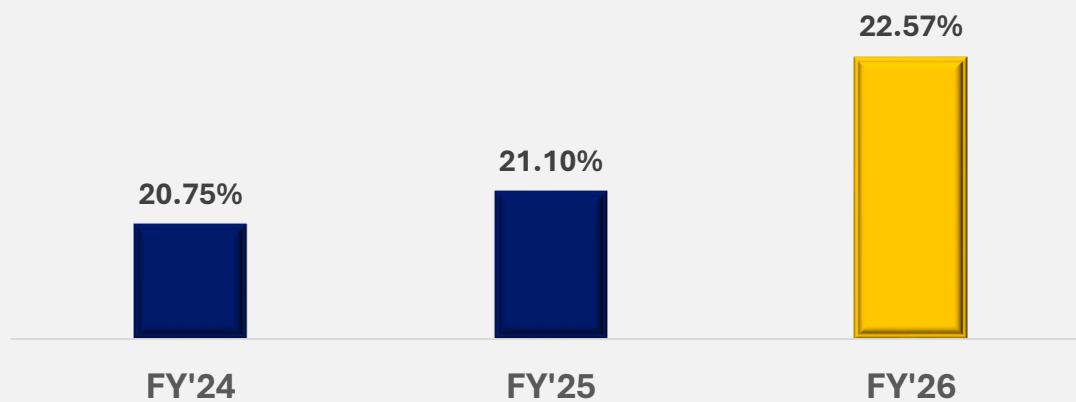
### Debt to Equity Ratio



### % Gross Margin



### % EBITDA



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