AKUMS
DRUGS & PHARMACEUTICALS LTD.

Plot No. 131 to 133, Block-C, Mangolpuri Ind. Area, Phase-I, (Adjoining CBSE Office) Delhi - 110083 (INDIA).
www.akums.in
akumsho@akums.net
+91-11-69041000 CIN: L24239DL2004PLC125888 +91-11-27023256

Ref: Akums/Exchange/2026-27/39 August 08, 2026

To,
The Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Symbol: AKUMS

To,
The Listing Department
BSE Limited
25th Floor, New Trading Ring,
Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

Scrip Code: 544222

Sub **Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation**

Pursuant to Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of investor presentation is enclosed herewith for the Earning/Quarterly conference call (group meet) going to be held on August 10, 2026, virtually.

A copy of this disclosure is being updated on the website of Akums Drugs and Pharmaceuticals Limited at www.akums.in

This is for your information and records

Thanking You

For **Akums Drugs and Pharmaceuticals Limited**

Dharamvir Malik
Digitally signed by Dharamvir Malik
Date: 2026.08.08 17:09:38 +05'30'

Dharamvir Malik
Company Secretary & Compliance Officer

Encl: As above

Q1 FY 26-27 Investor Presentation

August 2026

Disclaimer

Akums Drugs and Pharmaceuticals Limited may, from time to time, make written and oral forward-looking statements, in addition to statements contained in the company's filings with BSE Limited (BSE) and National Stock Exchange of India Limited (NSE), and its reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Akums Drugs and Pharmaceuticals Limited.

All information contained in this presentation has been prepared solely by Akums Drugs and Pharmaceuticals Limited. Akums Drugs and Pharmaceuticals Limited does not accept any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith.

Managing Directors' **Message**

Dear Investors

We are pleased to announce the results for Q1 FY27. We have begun FY27 on a strong and encouraging note. We registered a healthy revenue growth of over 13% with EBIDTA increasing by more than 30%. The growth was primarily led by CDMO segment characterized by double-digit volume growth along with improvement in API prices. The consistent performance of CDMO showcases healthy demand environment as well as our clients' trust in Akums as the preferred manufacturing partner.

API segment continued on its journey towards becoming EBIDTA positive as higher share of non-cepha products led to better gross margins. The trade generic segment remained EBIDTA positive during the quarter.

Our domestic branded formulations segment, restarted its growth journey with a healthy 7% revenue growth during the quarter, margins were impacted due to increase in field force strength for additional territories. We expect improved performance from this segment going forward. Our international branded formulations business had a muted quarter but is expected to return to growth as we remain confident of the structural attractiveness of our chosen geographies.

On 23rd July, we announced the acquisition of Oriflame India's Manufacturing business. The transaction covers two manufacturing facilities along with a leased warehouse for a total consideration of Rs 56 Crore. With this acquisition, we expand our manufacturing footprint in skincare cosmetics and wellness products. This is in-line with our strategy of tapping into niche formulations to improve our positioning among existing as well as prospective clients and augment our margins.

We extend our sincere gratitude to all stakeholders and remain committed to creating long term shareholder value and look forward to the year ahead with positivity and confidence.

- **Sanjeev Jain & Sandeep Jain**

More than Two Decades' Legacy of **Expertise, Experience & Trust**

Akums

2004

Incorporated in April 2004

Set up of **first plant for oral solid dosage form** in Haridwar.

2005-09

Established dedicated manufacturing site for **Oral Liquid Dosage & Sterile products.**

Established a **nutraceutical** facility

2010-13

Dedicated facilities for **Hormones, Cosmetics and Dermatology.**

Launched **Akumentis to venture into branded formulations.**

Started dedicated plant for **β-lactam anti-infectives** and steroids

2014-18

Expanded into **Asian markets.**

Established R&D lab in Mumbai **to venture into regulated market.**

Received **US-NSF Certification for Maxcure Nutravedics** facility

2019-21

Acquired Parabolic Drugs to **venture into API**

Set up dedicated facility for **Penems at Kotdwar**

2022-26

Plant 1 ,2 & 3 received EU-GMP accreditation

Listed on NSE and BSE

Started **new injectable** facility

ANVISA certified for Plant 3

2004 ← **Build** → 2010 ← **Strengthen** → 2021 ← **Accelerate** → 2026

Technologically Advanced Manufacturing Capabilities

Akums

Location	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Kotdwar	Baddi	Haridwar
Year	2004	2007	2007	2010	2010	2010	2014	2014	2021	2023	2024
Annual Capacity (Cr units)	649	15	39	264	6	269	2.635	732	17	392	41
Capability	General	General	General	Hormonal	Cosmetics	Ayurvedic / Nutraceuticals	General	β-lactams and steroids	Penem anti-infective	General	General
Dosage Forms	1	2	3	1 3 4	4	1 2	1 2 3 4	1 2 3 4	1 2 3	1 2	3

1 Oral Solid | 2 Oral Liquid | 3 Injectable / Sterile | 4 External / Topical

Key Accreditations*

European Union GMP | FDA | NSF International | Bộ Y Tế | ISO 9001:2015 Certified Company

EFDA | WHO GMP | NAFDAC | Uganda National Drug Authority | ANVISA

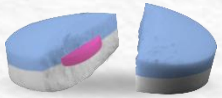
*Received by some or all facilities;

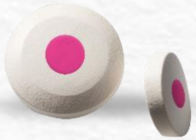
R&D Focus

Illustrative

Differentiated Dosage Forms


Tablet In Tablet


Bi-layered, Sustained Release Tablet in Tablet


Inlay Tablet


Multiple Tablets in Capsule


Pre-filled syringes


Lyophilized Vials


Smart Tablets


Gummies


Mouth Melting Powders in Sachet


Tri Layered Tablet

Innovative In-house Technologies

FAST ABSOL Technology	with solphilic technology	SAFTALONG™ Technology	DO.WEL®	Spornam™ TECHNOLOGY	With biophilic™ Technology	sportine® technology	Emulsol™ TECHNOLOGY
Mizet™ Technology	With nano Technology	EXCEDERM™ Technology	Ultramax TECHNOLOGY	EntroSeal Technology	UHVM TECHNOLOGY	Xanlong Technology	PRiBSYS TECHNOLOGY
Aquaject™ TECHNOLOGY	with e-SOl™ Technology	evt Technology	S-TAB™ TECHNOLOGY	Kurafast™ Technology	DUOKLIK™ TECHNOLOGY	AQUAderm Technology	SMPR TECHNOLOGY

(1) As of 31st March 2025

Oriflame – Manufacturing business Acquisition

Rationale for Acquisition

Favorable Market Dynamics:

- Indian cosmetics market is fast growing
- Multiple growth drivers including rise in disposable incomes, urbanization, demand for sustainable products, easy accessibility and rise of influencer marketing are some of the key drivers promoting growth in this segment

Synergies with Akums Capabilities:

- Akums has over a decade of experience in cosmetic manufacturing, through a dedicated cosmetic plant (Plant 5)
- Strong interest in recent years, leading to high capacity utilization of Plant 5
- Transaction also marks our foray into the fast-growing color cosmetics segment, while expanding our capacity and capability in skincare and wellness products as well
- The facilities are HALAL certified opening the possibilities for exports

Transaction Overview

- Acquisition of Manufacturing business of Oriflame India for Rs 56 Cr
- Transaction includes two manufacturing facilities in Noida and Roorkee
- Manufacturing of Oriflame products to continue in the facility, plus addition of other CDMO customers to boost revenue from these units

Unit 1 : Noida Plant

Skincare, Personal & hair Care: Creams, Lotions, Scrubs, Face wash, Shampoos, Hot fill, Masks, Conditioners, Toners and Serums

Colour Cosmetics: Foundations, Primers, CC & BB Creams

Unit 2 : Roorkee Plant

Wellness: Protein Powders, Soft gel capsules, Tablets and OSD packs

Cosmetics: Lipsticks & Slim sticks, Liquid Lipsticks, Mascara & Eye Liners

Key drivers as well as their trends during Q1 FY27

Key drivers and their impact on Akums' performance

Strong CDMO volume growth momentum continues	API prices saw an increase in Q1	Losses in Trade generics and API business curtailed	Muted performance in Marketing segments
Akums continued to witness double digit volume growth leading to capacity utilization improving to 50%.	API prices saw an increase in Q1 after constant decline in the last 3 quarters. Although volatility remains high in Q2.	Trade generics continues to break even; API losses curtailed significantly.	International and domestic branded segments muted for this quarter. Expected to improve going forward

Q1 FY 27

Financial Performance Highlights

Q1 FY27 Performance Highlights

Consolidated Performance

Total Income	EBITDA (including other income)	PAT
1,197 cr	205 cr	101 cr
	17.1%	8.4%
(+13.9% YoY)	(+31.7% YoY)	(+56.1% YoY)

Operating Performance

Revenue	EBITDA	PAT
1,167 cr	175 cr	101 cr
	15.0%	8.4%
(+13.9% YoY)	(+35.4% YoY)	(+56.1% YoY)

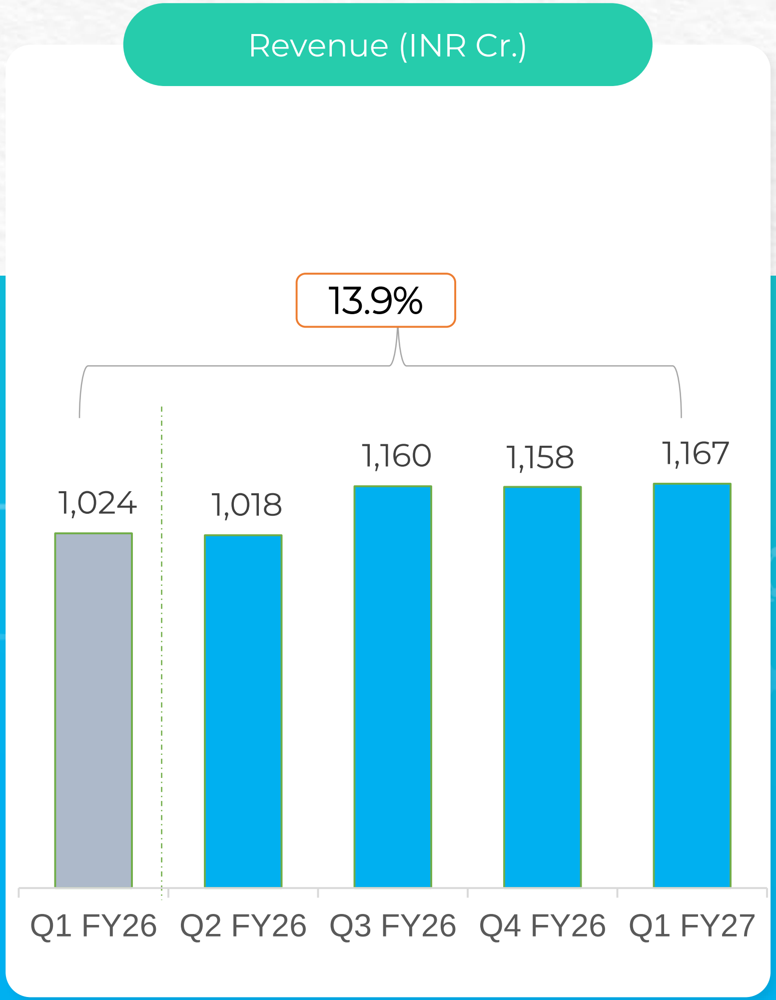
Segment Break-up

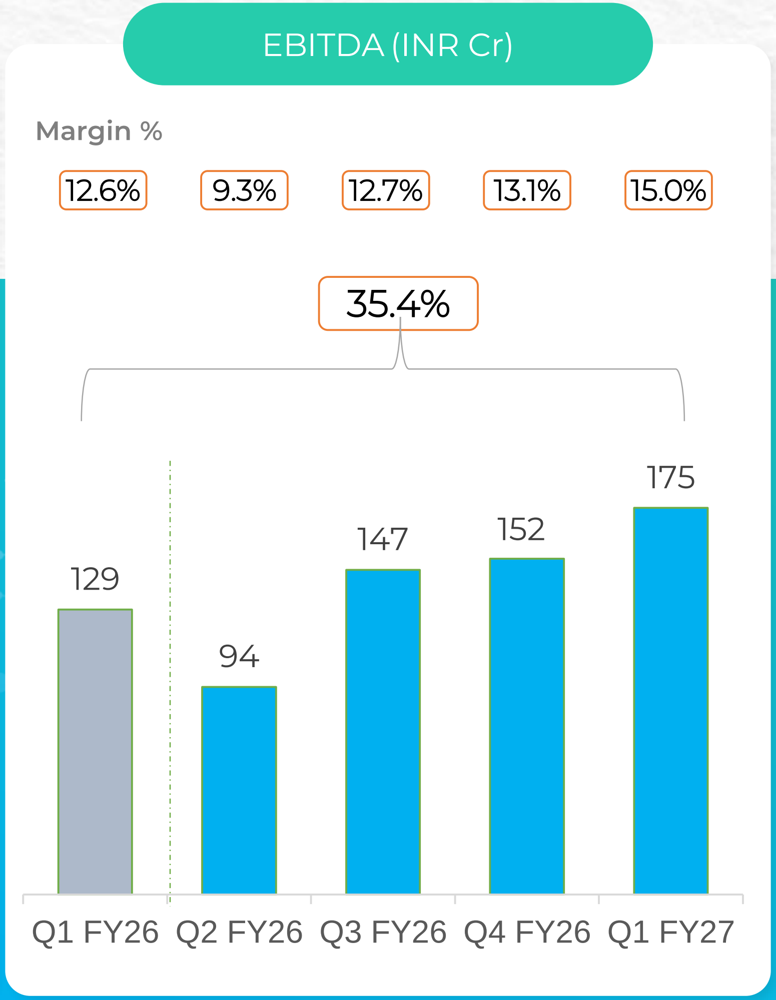
Business Vertical	Share in revenue
CDMO	**82.6%**
Domestic Branded Formulation	**9.9%**
International Branded Formulation	**3.0%**
API	**2.7%**
Trade Generics	**1.8%**

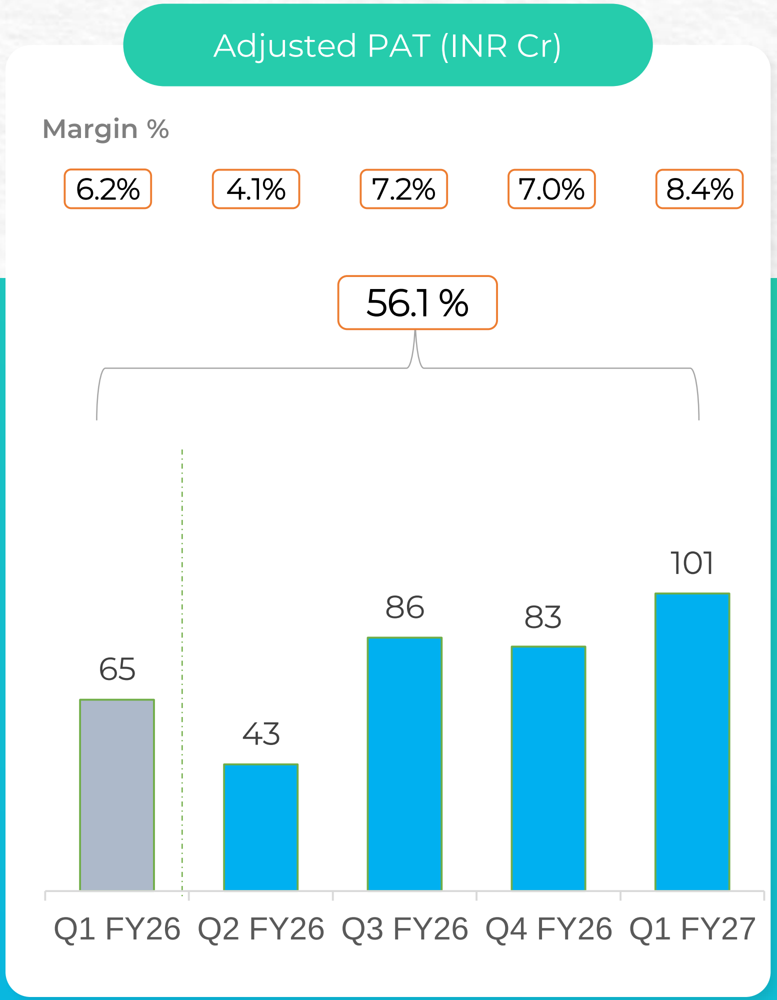
Profit and Loss Statement

Particulars (Rs Cr)	Q1 FY27	Q1 FY26	Y-O-Y (%)	Q4 FY26	Q-O-Q (%)
Revenue	1,167	1,024	13.9%	1,158	0.8%
COGS	645	582	10.9%	660	(2.3)%
GP Margin %	*44.7%*	*43.2%*		*43.0%*	
Employee Expenses	201	176	14.4%	199	1.2%
Other Expenses	145	137	5.9%	147	-1.1%
EBITDA	175	129	35.4%	152	15.1%
EBITDA Margin %	*15.0%*	*12.6%*		*13.1%*	
Finance Cost	25	23	7.0%	24	3.6%
Depreciation & Amort.	41	37	11.2%	40	2.4%
Exceptional Expenses	-	-	-	2	-
Other Income	30	27	13.7%	35	(13.9)%
Profit Before Tax	139	96	45.6%	121	14.9%
Tax	38	31	23.6%	40	(4.1)%
PAT	101	65	56.1%	81	24.1%
PAT Margin %	*8.4%*	*6.2%*		*6.8%*	

Quarterly Performance Trends

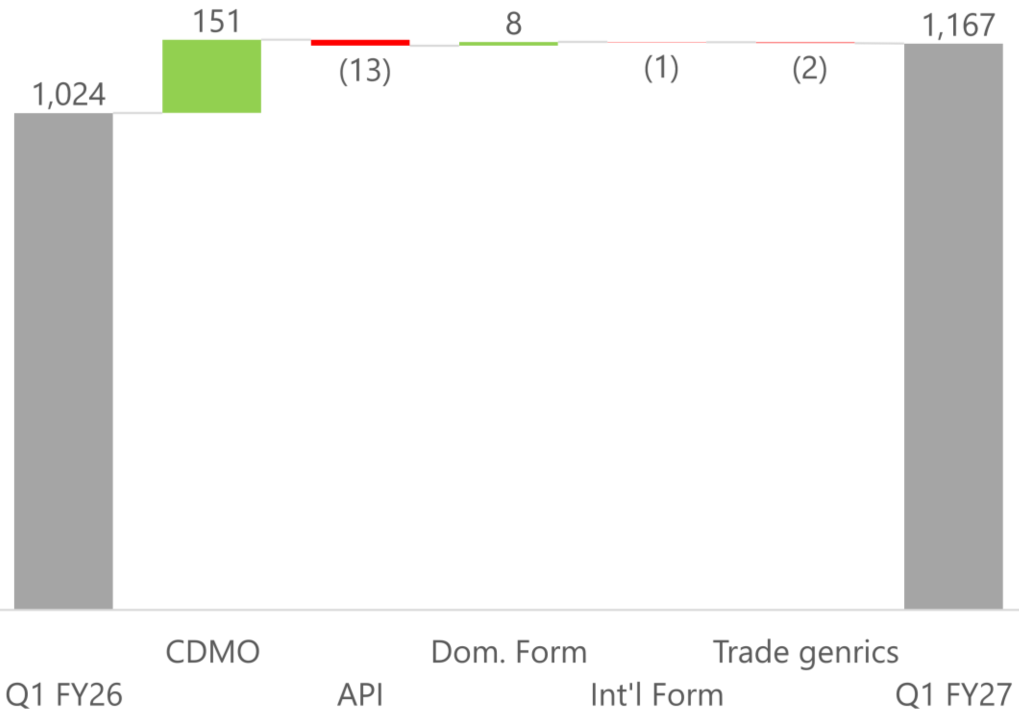






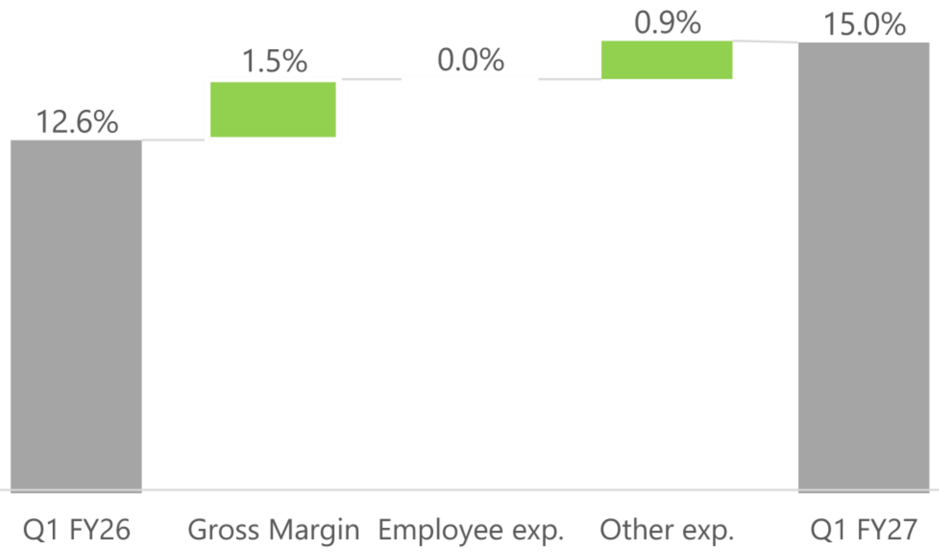
Revenue and Margin Deep-Dive – Quarterly

Revenue (INR Cr.)



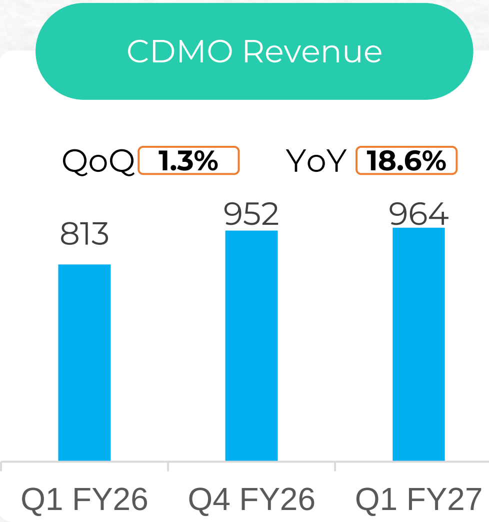
- Revenue growth driven by CDMO
- Marketing segments muted in this quarter
- Reduction in API and Trade generics in line with expectation

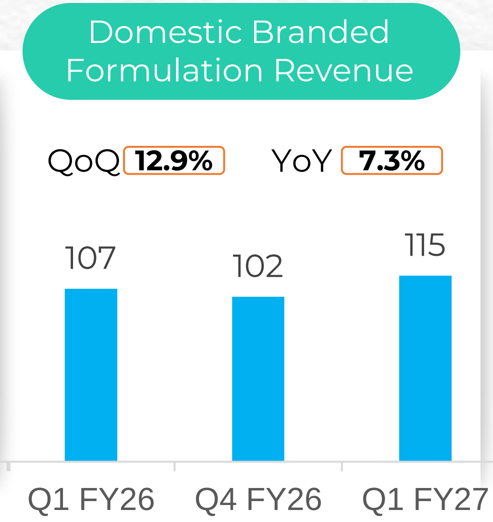
EBIDTA %

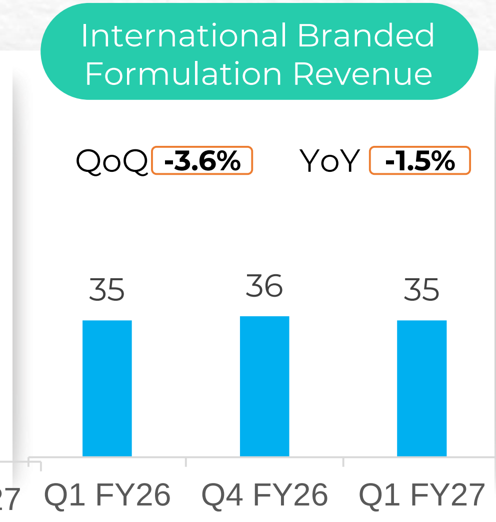


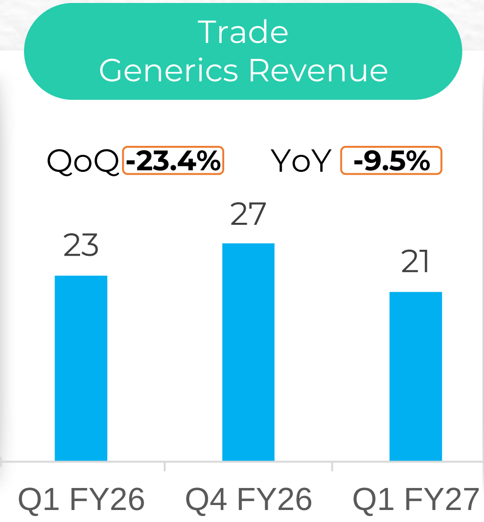
- Other exp benefitted from operating leverage
- GM improvement led by CDMO and API segments

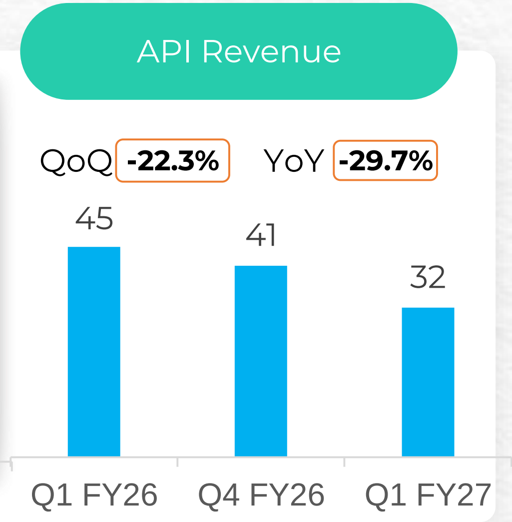
Segmental Quarterly Performance

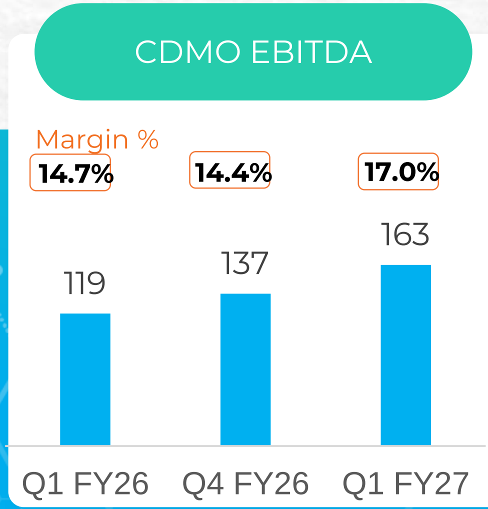


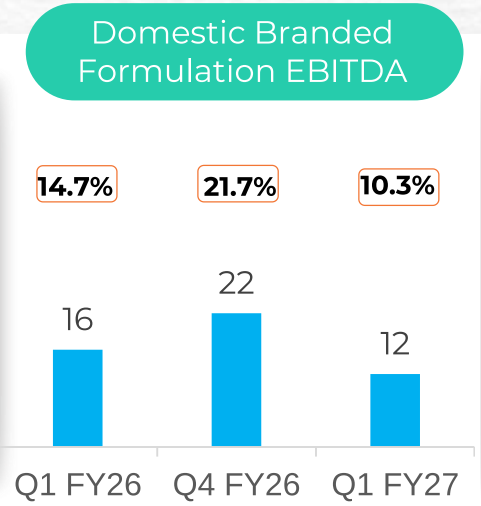


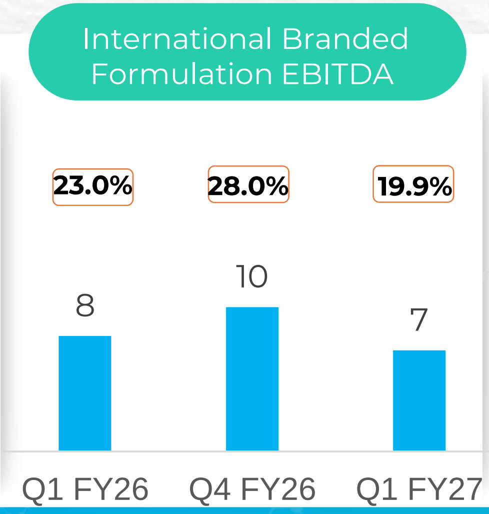


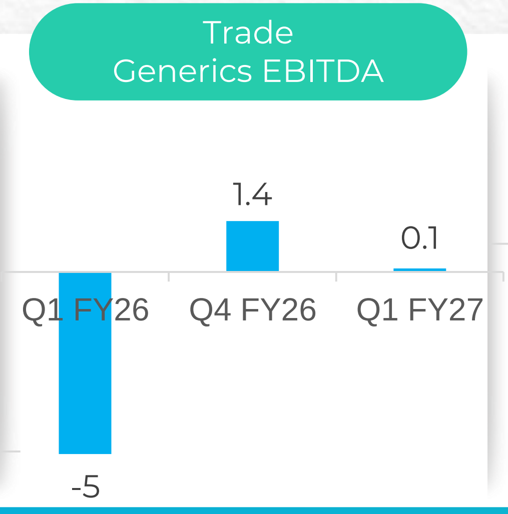


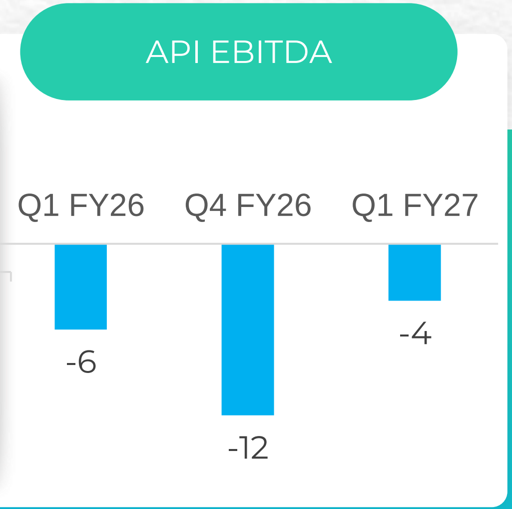












Objects of the offer

Objects (INR Cr)	Amount as per offer document	Utilization as on June 30, 2026	Unutilized Amount
Repayment borrowings of Akums	159.91	159.91	-
Repayment of borrowings of our Subsidiaries	227.09	227.09	-
Funding incremental working capital requirements of our Company	55.00	55.00	-
Pursuing inorganic growth initiatives through acquisitions	30.18	30.18	-
General corporate purposes	170.00	170.00	-
Total	**642.18**	**642.18**	**-**


21.35
21.22
21.00
21.10
20.90
20.80
20.70
20.60
20.50
Monthly Product Sales Chart

Annexures

Abbreviations and Definitions

Abbreviations

- CDMO: Contract development and manufacturing organization
- API: Active Pharmaceutical Ingredient
- EBITDA: Earnings before interest, depreciation, tax and other income
- PBT: Profit before Tax
- PAT: Profit after tax
- Adj: Adjusted
- INR: Indian Rupee
- Cr: Crore

Definitions

- Adj EBITDA: Profit before tax + finance cost + depreciation and amortization + Exceptional items – other income
- Adj PAT: PAT + Exceptional items

Thank You

For further information, contact:

IR Desk

Akums Drugs and Pharmaceuticals Ltd

Email: investors@akums.net/ankit.jain@akums.net