Date: 18th November, 2026

To,
BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001

Scrip Code: 544409
ISIN: INE0TG901011

SUBJECT: SUBMISSION OF INVESTOR PRESENTATION FOR THE HALF-YEAR ENDED 30TH SEPTEMBER, 2026 UNDER REGULATION 30 OF THE SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with other applicable provisions, we hereby submit the Investor Presentation highlighting the financial performance and key business developments of the Company for the half-year ended 30th September, 2026.

The Investor Presentation is enclosed herewith for your information and records.

We respectfully request that the Exchange be pleased to take cognizance of the aforesaid submission for its information and records.

Thanking you.

Yours faithfully,
For **ASTONEA LABS LIMITED**

Ankit Kapoor
Digitally signed by Ankit Kapoor
Date: 2026.11.18 16:31:34 +05'30'

ANKIT KAPOOR
COMPANY SECRETARY & COMPLIANCE OFFICER
M.NO. A75702

astonea

HY1 FY27 | 18TH NOV, 2026

ASTONEA LABS LIMITED EARNINGS PRESENTATION

Beyond Lifespan: Advancing Healthspan Through Innovation

Half-Yearly Financial Results, Operational Milestones & Strategic Growth Outlook



Standalone Unaudited Financial Results | Ind AS Compliant

BSE Scrip Code: 544409

SAFE HARBOUR STATEMENT

This presentation has been prepared by Astonea Labs Limited ("the Company") for informational purposes only and should be read together with its published financial results and stock exchange filings.

Statements relating to business strategy, growth prospects, financial performance and future outlook are forward-looking and are subject to risks and uncertainties beyond the Company's control. Actual results may differ materially. The Company undertakes no obligation to update such statements, except as required by law.

Certain information is based on management estimates, and no representation or warranty is made as to its accuracy or completeness. This presentation is not an offer or solicitation to buy, sell or subscribe to any securities of the Company, and should not be relied upon for any investment decision.

By accessing or reviewing this presentation, the recipient acknowledges the foregoing limitations and disclosures.

MANAGEMENT COMMENTARY

astonea

REVENUE GROWTH
+44.61%
₹95.86 Crore

EBITDA GROWTH
+140.88 %
₹13.20 Crore

PAT GROWTH
+150.53%
₹4.76 Crore

Transition to Ind AS: Voluntary adoption of Indian Accounting Standards (Ind AS), strengthening financial reporting, transparency and compliance.

Strong Business Performance: Delivered robust year-on-year growth across key financial parameters.

Revenue Growth: Revenue from Operations increased by 44.61% YoY to ₹95.86 crore.

Profitability: EBITDA grew by 140.88% to ₹13.20 crore, while PAT increased by 150.53% to ₹4.76 crore.



FINANCIAL HIGHLIGHTS & GROWTH OUTLOOK

Particulars	H1 FY27	H1 FY26	YoY Growth
Revenue from Operations	**₹95.86 Cr**	₹66.29 Cr	**+44.61%**
Total Income	**₹96.21 Cr**	₹66.39 Cr	**+44.92%**
EBITDA	**₹13.20 Cr**	₹5.48 Cr	**+140.88%**
Profit After Tax (PAT)	**₹4.76 Cr**	₹1.90 Cr	**+150.53%**

EBITDA includes other income of ₹0.35 Cr (H1 FY26: ₹0.10 Cr). H1 FY26 restated under Ind AS. Standalone.

Business Growth & Outlook

- Expanding business opportunities and strengthening market presence.
- Focus on operational efficiency, quality and innovation.
- Maintaining financial discipline and pursuing sustainable business growth.
- Committed to long-term shareholder value creation.

PROFIT & LOSS STATEMENT

GROSS MARGIN
37.6%
+1,086 bps YoY | H1 FY26: 26.7%

EBITDA MARGIN*
13.8%
+550 bps YoY | H1 FY26: 8.3%

PAT MARGIN
5.0%
+209 bps YoY | H1 FY26: 2.9%

₹ Crore	H1 FY27	H1 FY26	YoY	H2 FY26	HoH	FY26
Revenue from operations	**95.86**	**66.29**	**+44.6%**	**81.29**	**+17.9%**	**147.58**
Other income	0.35	0.10		0.44		0.54
Total income	**96.21**	**66.39**	**+44.9%**	**81.73**	**+17.7%**	**148.12**
Cost of goods sold	59.82	48.57		49.81		98.38
Gross profit	**36.04**	**17.72**	**+103.4%**	**31.48**	**+14.5%**	**49.20**
Gross margin (%)	*37.6%*	*26.7%*	*+1,086 bps*	*38.7%*	*-113 bps*	*33.3%*
Employee benefits expense	4.94	3.57		4.20		7.78
Other expenses	18.25	8.76		19.17		27.93
EBITDA*	**13.20**	**5.48**	**+140.88%**	**8.55**	**+54.5%**	**14.03**
EBITDA margin (%)	*13.8%*	*8.3%*	*+550 bps*	*10.5%*	*+326 bps*	*9.5%*
Depreciation & amortisation	3.63	2.43		3.26		5.69
Finance costs	1.94	1.56		1.81		3.37
Exceptional item (loss by fire)	0.46	–		–		–
Profit before tax	7.16	1.50		3.47		4.97
Tax expense / (credit)	2.41	(0.41)		0.91		0.50
Profit after tax	**4.76**	**1.90**	**+150.53%**	**2.57**	**+85.3%**	**4.47**
PAT margin (%)	*5.0%*	*2.9%*	*+209 bps*	*3.2%*	*+181 bps*	*3.0%*

**EBITDA includes other income, as presented by the Company; excluding other income, EBITDA was ₹13.20 Cr (13.8% margin) in H1 FY27 5.48 Cr (8.30%) in H1 FY26. Margins on revenue from operations; margin changes in basis points. H2 FY26 = FY26 less H1 FY26. H1 FY26 and FY26 restated under Ind AS.*

BALANCE SHEET & KEY RATIOS

Balance sheet

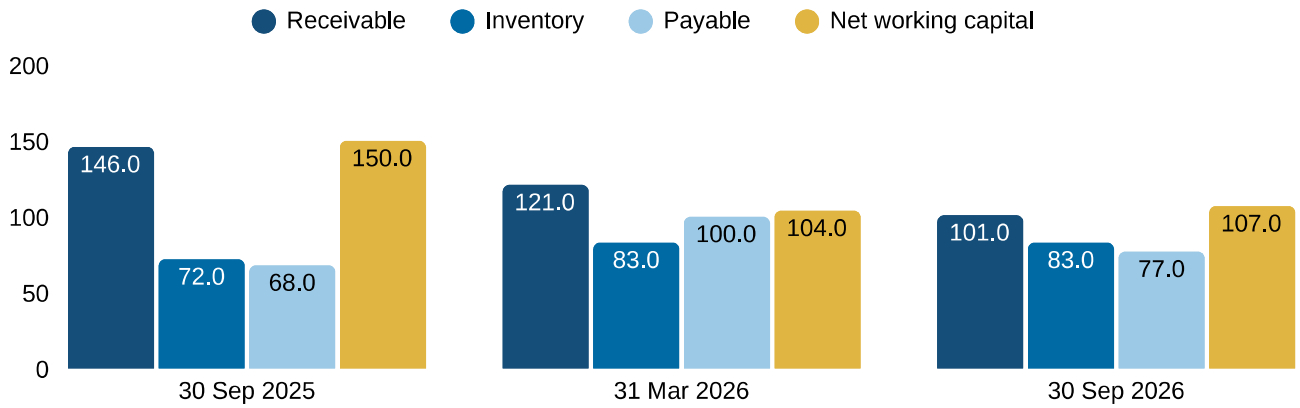
₹ Crore	30 Sep 2026	31 Mar 2026	30 Sep 2025
Net worth	**72.12**	**67.30**	**65.38**
Gross borrowings	57.15	43.00	39.05
Lease liabilities	3.13	3.40	0.33
Cash and bank balances	0.47	0.18	0.65
Net debt (excl. leases)	**56.67**	**42.82**	**38.40**
Net fixed assets	57.32	59.64	51.51
Investments	6.26	6.26	–
Inventories	43.57	33.61	26.34
Trade receivables	53.32	48.87	53.15
Trade payables	40.52	40.47	24.79
Total assets	**181.30**	**163.08**	**137.60**

Key ratios

Ratio	30 Sep 2026	31 Mar 2026	30 Sep 2025
Debt / equity (x)	**0.79x**	**0.64x**	**0.60x**
Net debt / equity (x)	0.79x	0.64x	0.59x
Net debt / EBITDA, TTM (x)	**2.61x**	**3.05x**	**n.a.**
Interest cover, EBITDA (x)	6.8x	4.2x	3.5x
Receivable days	101	121	146
Inventory days	83	83	72
Payable days	77	100	68
Net working capital days	**107**	**104**	**150**
Current ratio (x)	1.58x	1.40x	1.88x

BALANCE SHEET & KEY RATIOS

Working capital days (on revenue)



- Net debt / TTM EBITDA eased to 2.6x from 3.1x at March 2026; interest cover 6.8x vs 3.5x in H1 FY26.
- Receivable days at 101 against 146 a year ago; net working capital days 107 against 150.

TTM = H2 FY26 + H1 FY27. EBITDA includes other income. Net debt excludes lease liabilities. Days = closing balance ÷ revenue × 182 for half-years (× 365 for March). Sep-25 net debt / EBITDA is n.a. (needs pre-Ind AS H2 FY25).

KEY BUSINESS HIGHLIGHTS

01. STRONG FINANCIAL PERFORMANCE

Total Income: ₹96.21 Cr

Revenue Growth	EBITDA Expansion	PAT Acceleration
₹95.86 Cr	₹13.20 Cr	₹4.76 Cr
+44.61% YoY	+140.73% YoY	+150.00% YoY

02. NEW PRODUCT LAUNCH

Young Fuel Anti-Ageing Cream

Strong market debut in anti-ageing wellness.





03. INTERNATIONAL EXPANSION

Guatemala & Panama Distributors

Expanded export network driving FY28 business contribution.

EBITDA includes other income of ₹0.35 Cr (H1 FY26: ₹0.10 Cr). Growth on Ind AS restated H1 FY26. Bars scaled to PAT growth.

KEY BUSINESS HIGHLIGHTS



04. US OTC BUSINESS DEVELOPMENT

Key Regulatory Audits Cleared

Advancing commercialisation for planned US OTC expansion.

05. MANUFACTURING CAPACITY ENHANCEMENT

+35% Tablet Output Capacity

Scaled production capabilities to meet rising demand.

06. QUALITY & REGULATORY ACHIEVEMENTS

Revised Schedule M

Certified manufacturing quality and compliance standards.

Nicotinamide Riboside

Potential first-of-its-kind regulatory approval in India.

INNOVATING HEALTH. ENHANCING LIVES. EMPOWERING LONGEVITY.



At Astonea Labs Limited, we are committed to advancing healthcare through innovative pharmaceutical, nutraceutical and wellness solutions that address evolving healthcare needs.

Driven by research, technology and a commitment to quality, we strive to strengthen our capabilities, expand our global presence and deliver solutions that improve health outcomes.

Our commitment goes beyond healthcare — it is about enhancing wellbeing, promoting healthier living and empowering longevity for generations to come.

Pharmaceutical
Quality clinical formulations.

Nutraceutical
Science-backed longevity care.

Wellness
Healthier living across generations.

Strategic Healthcare Pillars

R&D • Quality • Scale

Research & Tech	Core
Quality Excellence	100%
Global Longevity	Vision

KEY BUSINESS VERTICALS

01. OVER-THE-COUNTER

OTC Business

Product Portfolio & Global Market Expansion

Portfolio Expansion: Growing domestic and international OTC healthcare range.

US OTC Entry: Advancing toward commercialisation with multiple audits cleared.

Market Access: Prioritising product registrations and regulatory compliance.

Revised Schedule M certified & US OTC audit ready

02. CDMO INFRASTRUCTURE

CDMO Operations

Manufacturing Capabilities & Infrastructure

Integrated Solutions: End-to-end pharmaceutical development and manufacturing.

+35% Capacity: Expanded tablet manufacturing output for rising demand.

Schedule M Certified: Reinforced quality standards and scalable client partnerships.



MARKET LEADERSHIP ROADMAP

LONGEVITY – OUR GROWTH AMBITION

Astonea Labs Limited aims to establish a strong leadership position in the rapidly evolving anti-ageing and longevity supplement market.

FOUNDATION PHASE

Expansion

Product innovation and regulatory approvals.

FY 2027-28 TARGET

No. 2 Rank

Anti-ageing supplement segment position.

FY 2028-29 ASPIRATION

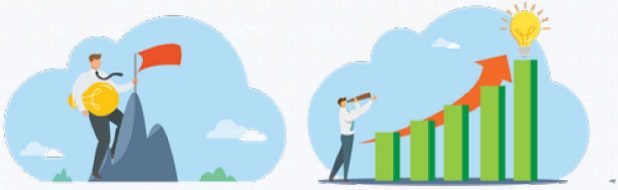
No. 1 Leader

Category leadership by volume and value.

Growth Milestones

- **FY 2027-28:** Targeting the No. 2 position in the anti-ageing supplement segment.
- **FY 2028-29:** Aspiring to achieve the No. 1 position in both volume and value, establishing a leadership position in the longevity and anti-ageing supplement category.

Driven by product innovation, market expansion and a focused growth strategy, the Company aims to strengthen its presence in the emerging longevity and healthy-ageing space.



MANUFACTURING & SUPPLY CHAIN – KEY HIGHLIGHTS

Digital Transformation

SAP integration with AI-based QMS verification systems underway.

Automation & Compliance

E-BMR/E-BAR and AI-driven compliance model targeted for deployment by Q2 FY28.

Manufacturing & Supply Disruption

Operations temporarily impacted in September 2026 due to five consecutive regulatory audits.

Supply Chain Normalisation

Pending supplies expected to be cleared during Q3 FY27.

Operational & Digital Roadmap

FY27-FY28

Sep 2026	Q3 FY27	Q2 FY28
5 Audits	Normalised	AI + E-BMR

REGULATORY APPROVALS & QUALITY ASSURANCE

Quality & Regulatory Compliance

Revised Schedule M & WHO-GMP: Full compliance across manufacturing operations.

US Regulatory Readiness: Strengthening alignment with US FDA cGMP standards.

ISAFI cGMP Audit: Undertaken for US market quality and regulatory readiness.

Regulatory Inspections – Africa

Ghana: Regulatory inspection successfully completed.

Ethiopia & Kenya: Inspections expected by March 2027.

Regional Expansion: Strengthening quality systems for African approvals.

AUDIT & CERTIFICATION TRACKER

WHO-GMP • US FDA cGMP • Africa

Schedule M & WHO-GMP	Active (100%)
Ghana Inspection	Completed (100%)
US FDA & ISAFI cGMP	Audit Undertaken
Ethiopia & Kenya	By Mar 2027

R&D – KEY HIGHLIGHTS & MAJOR DEVELOPMENTS

astonea

KEY R&D HIGHLIGHTS

Target Completion: H2 FY 2026-27

3 Strengths
400 | 600 | 800 mg

63 Impurities
Analytical validation

1. Product Development

Ibuprofen 400 mg, 600 mg & 800 mg softgel formulations under multi-step quality and stability validation.



2. Analytical & Validation Studies

Analytical studies covering 63 impurities alongside formulation development and dossier preparation.



3. Upcoming Milestones

Formulation finalisation, analytical validation and dossier completion targeted for H2 FY 2026-27.



R&D – ROADMAP & COMMERCIALISATION OUTLOOK

astonea

PHASE 1 | H2 FY 2026-27

Validation & Finalisation

- Targeted completion of formulation finalisation and analytical validation.
- Completion of dossier-related activities for the proposed product portfolio.

PHASE 2 | FY 2028

Proposed Commercialisation

- Proposed commercial launch of developed products across target markets.
- Rollout aligned with applicable country-specific regulatory approvals.

GROWTH OUTLOOK

R&D activities remain focused on strengthening the product pipeline, advancing regulatory readiness and building a foundation for future product commercialisation.

4 LATIN AMERICAN MARKETS | 95 TOTAL DOSSIERS

REGULATORY SUBMISSIONS & PRODUCT REGISTRATIONS



Country	Dossiers Submitted	Share Distribution
Nicaragua	34	
Bolivia	32	
Guatemala	17	
Panama	12	
Total	**95**	**Across 4 LATAM Markets**

KEY HIGHLIGHTS

95 Dossiers: Submitted across four international markets.

LATAM Approvals: Advancing registrations across Latin America.

Future Pipeline: Strengthening international commercialisation.

STRENGTHENING OUR GLOBAL FOOTPRINT

INTERNATIONAL MARKET EXPANSION

Astonea Labs Limited is strategically expanding its international presence across Central America, South America, and the Caribbean, creating new avenues for business growth and strengthening its global distribution network.



1. CENTRAL AMERICA (5 MARKETS)

5 Countries

Guatemala • Nicaragua • Costa Rica • Panama • Honduras

2. SOUTH AMERICA (3 MARKETS)

3 Countries

Ecuador • Bolivia • Peru

3. CARIBBEAN (1 MARKET)

1 Country

Dominican Republic

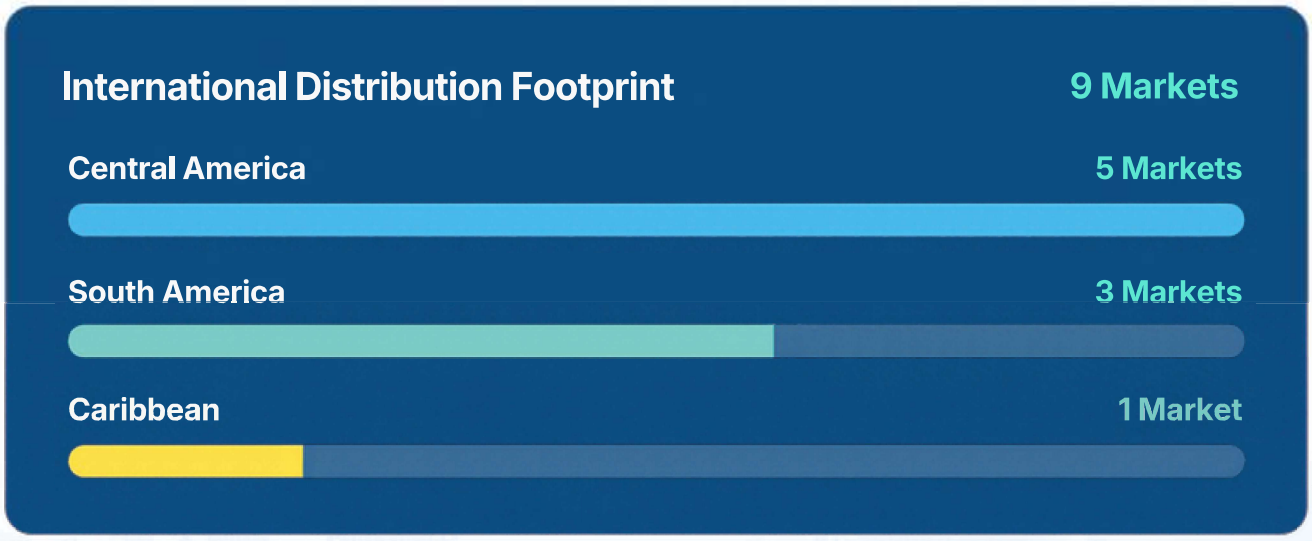
EXPORT FOOTPRINT BREAKDOWN (9 KEY MARKETS)

Distributor-led expansion across 9 emerging markets in Latin America and the Caribbean.

KEY BUSINESS HIGHLIGHTS

Strengthening Our Global Distribution Footprint

- Expanding international presence through branded pharmaceutical, nutraceutical and wellness product offerings.
- Established distribution network spanning 9 markets across Central America, South America and the Caribbean.
- Appointed new distributors in Guatemala and Panama, further strengthening international market penetration.





BUILDING A STRONGER GLOBAL DISTRIBUTION NETWORK

INTERNATIONAL GROWTH STRATEGY & OUTLOOK

OUR EXPORT GROWTH VISION

Strengthen international presence, diversify revenue streams, and unlock long-term global growth.

Distribution Partnerships

Developing strategic distribution alliances across emerging international markets.

Market Accessibility

Expanding access to pharmaceutical, nutraceutical, and wellness portfolios.

Regional Expansion

Establishing deeper presence across Central America, South America, and the Caribbean.

Revenue Diversification

Diversifying revenue streams through high-potential export growth opportunities.

BUSINESS OUTLOOK & STRATEGIC PRIORITIES

OTC Growth (~5% MoM)

Consistent ~5% month-on-month momentum across core OTC portfolio.

Export Growth Pipeline

Strong pipeline of international product registrations driving expansion.

Registration Pipeline (₹25 Cr)

~60 registrations expected in Q1 FY28, projected at ₹25 Cr revenue.

US OTC Opportunity (₹15 Cr)

Additional ~₹15 Cr revenue potential from US OTC exports.



FY 2027–28 Revenue Pipeline

₹40 Cr Total

~60 Registrations	₹25 Cr
US OTC Exports	₹15 Cr
Combined Target	**₹40 Cr**

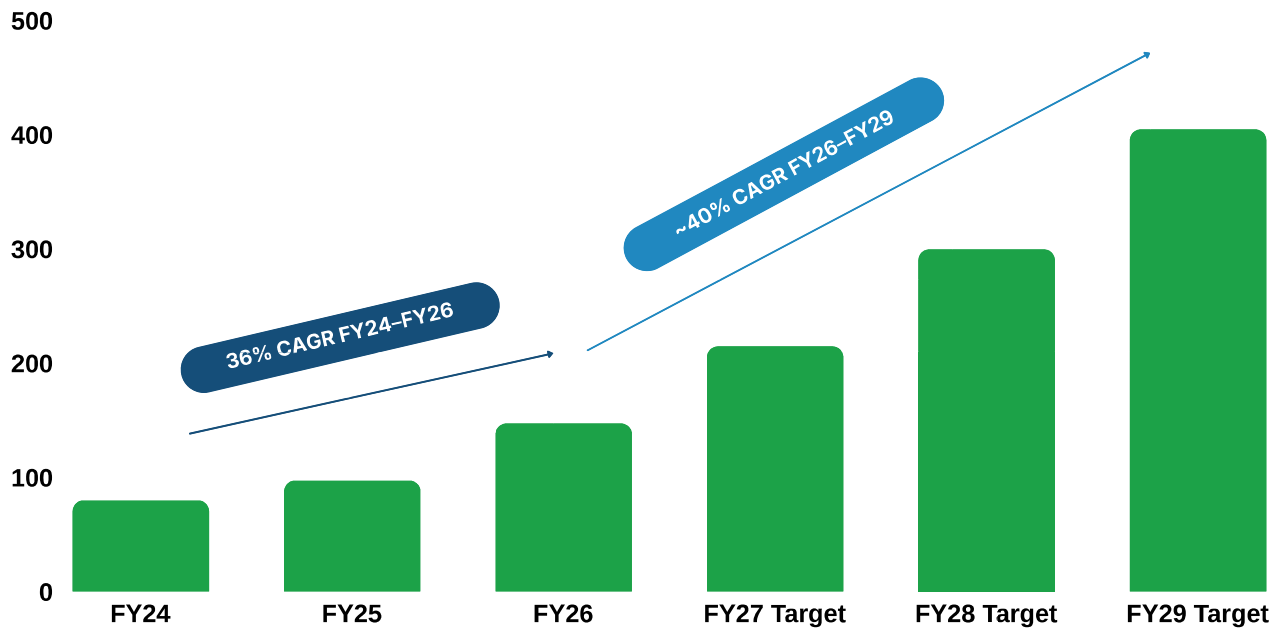
FINANCIAL GUIDANCE

FY 2027
₹215 Crore+
+46% on FY26

FY 2028
₹300 Crore+
+40% on FY27 target

FY 2029
₹405 Crore+
+35% on FY28 target

Revenue from operations (₹ Cr)



₹95.86 Cr delivered in H1 FY27 (+44.6% YoY); H2 was 55% of FY26 revenue. (■ Actual ■ Target)

FY27 Margin Guidance

Margin	FY27 range	FY26	H1 FY27
EBITDA margin*	13–15%	9.5%	13.8%
PAT margin	5–6%	3.0%	5.0%

**EBITDA includes other income, as presented. Targets are management estimates and forward-looking statements (see Safe Harbour). Margins on revenue from operations. Revenue growth and CAGR on the lower end of each target. FY24 and FY25 under previous GAAP; FY26 onwards Ind AS, standalone.*

astonea



EMAIL
investorgrievance@astonea.org

WEBSITE
https://astonea.org/

CORPORATE ADDRESS
63, Industrial Area, Phase-2,
Panchkula, Haryana, India, 134113

REGISTERED ADDRESS
SCO 321-322, Sector-35 B,
Chandigarh, India, 160022

BSE SCRIP CODE
544409

CIN
L21001CH2017PLC041482