21/08/2026

The Deputy Manager

Corporate Relationship Department

BSE Limited

P. J. Towers, Dalal Street,

Mumbai – 400001

Scrip Code: 544529

ISIN: INE15XJ01010

Dear Sir/Madam,

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

Please find enclosed herewith the investor presentation on financial results of the Company for the year ended 31st March, 2026.

The presentation is also being uploaded on the website of the company i.e. www.aptus-pharma.com

You are requested to kindly take the above information on your records.

Thanking you,
Yours faithfully

For Aptus Pharma Limited

Hathi Tejash Maheshchandra

Digitally signed by Hathi Tejash Maheshchandra
Date: 2026.08.21 19:39:58 +05'30'

Tejash Maheshchandra Hathi
Managing Director
DIN: 03151221

Encl.: Investor Presentation

INVESTOR PRESENTATION

Aptus Pharma Limited

Connecting.....Life

We Deliver
Quality & Innovation to
Redefine **Human Lives**

Disclaimer

This communication is being issued by Aptus Pharma ltd.("the Company") for general information purposes only. The information contained herein is based on management's current expectations and beliefs and is subject to change without notice. Certain statements in this document may be forward-looking in nature and involve known and unknown risks, uncertainties, and other factors which may cause actual results, performance, or achievements of the Company to differ materially from those expressed or implied. This document does not constitute or form part of any offer, invitation, or recommendation to purchase, hold, or sell any securities of the Company, nor shall any part of it form the basis of or be relied upon in connection with any contract or investment decision. The financial results referred to herein are prepared in accordance with applicable Indian Accounting Standards and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and are subject to audit / limited review by the statutory auditors of the Company. Neither the Company nor its directors, officers, employees, or advisors accept any liability whatsoever for any loss or damage arising from the use of this information.

The Company undertakes no obligation to update any forward-looking statements or information contained herein to reflect subsequent events or circumstances, except as required under applicable law.

Mr. Tejash Hathi
Managing Director

Leader vision

At Aptus Pharma Limited, our vision is to build a future where quality healthcare solutions are accessible, reliable, and driven by innovation. We aspire to be a globally trusted pharmaceutical organization, recognized for excellence, integrity, and sustainable growth.

Our focus is on continuously strengthening our capabilities, embracing innovation, and setting new benchmarks in pharmaceutical excellence. Through a commitment to quality and responsible progress, we aim to create lasting value for patients, healthcare professionals, partners, and communities.

With a future-oriented mindset, we are dedicated to shaping a healthier tomorrow—where growth is aligned with purpose, progress is guided by responsibility, and success is measured by the positive impact we create.

Driven by purpose. Defined by quality. Focused on the future.

Key USPs of APPL

- Diversified portfolio across pharma, OTC, wellness, and personal care categories positions Aptus Pharma Limited as a dynamic and growth-oriented healthcare company.

- Aptus Pharma Limited operates an asset-light, marketing- and distribution-focused business model. Through outsourcing and loan licensing arrangements with WHO-GMP-certified contract manufacturers, the company conserves capital by avoiding heavy investments in manufacturing facilities. This strategic approach allows Aptus Pharma to redirect resources toward sales growth, brand building, product portfolio expansion, and the development of a strong nationwide supply chain.

Table of Contents

Aptus Pharma Limited
Connecting.....Life

Company Overview

Aptus Pharma Ltd., established in 2010, is a fast-growing player in India's pharmaceutical sector, driven by a strong focus on brand building and market expansion. The company is engaged in developing and promoting high-quality pharmaceutical brands across diverse therapeutic segments, earning trust among healthcare professionals and consumers.

Operating on an asset-light model, Aptus partners with WHO-GMP certified manufacturers to ensure quality, scalability, and efficiency, enabling agile growth in competitive markets. With a growing presence across multiple states, the company has built a robust network of doctors, distributors, and healthcare professionals, supported by a dedicated field force.
Aptus offers a diversified portfolio of 250+ formulations spanning chronic, acute, and wellness segments. Its business is strategically structured across key verticals: the Phrama Formulation Vertical, which drives core revenues through prescription-based therapies and strong doctor engagement; the OTC Vertical, focused on consumer healthcare and wellness products; and the Global Vertical, which expands international reach while contributing to revenue through exports and related service income.

As a Public Limited Company listed on the BSE SME platform, Aptus Pharma Ltd. continues to strengthen its position with a vision of delivering accessible, affordable, and high-quality healthcare solutions while driving sustainable and scalable growth

Core Values

- Quality
- Trustworthiness
- Commitment
- Hardwork

Core Purpose

We Deliver
Quality & Innovation
To **Redefine Human Lives**

BRAND **PROMISE**

"We committed to healthcare and healthcare professionals." Aptus Pharma pledges to uphold the highest standards in contributing to the well-being of individuals and supporting the healthcare community.

BUSINESS OVERVIEW

Business Structure & Verticals

Pharma Formulation

The Pharma Formulation vertical will remain a core revenue-generating business of Aptus Pharma. The business model is primarily focused on promoting branded generic formulations through a strong medical and sales network.

Revenue generates through prescription generation by promoting branded generic products to doctors.

The major therapeutic focus will be divided into: **Acute - Chronic target therapies**

Acute therapies – products for short-term and immediate treatment requirements.

Chronic therapies – products for long-term conditions requiring continuous treatment and repeat prescriptions.

The objective is to build strong brands, increase doctor coverage, expand the product portfolio and strengthen prescription-driven revenue across existing and new markets.

Consumer Products

The Consumer Products vertical will focus on developing Aptus as a consumer healthcare, wellness and personal-care brand.

Revenue will be generated by promoting OTC, wellness, personal-care and self-care products directly through traditional trade channels and, progressively, through a proposed e-commerce/D2C platform.

The key product categories will include: Skin Care, Face Care, Hair Care, Personal Hygiene, Wellness Products
Self-Care OTC Products

The strategy will be to build consumer-facing brands with repeat purchases and wider retail penetration, while using e-commerce to reach customers directly across India.

International Market & Export Services

The International Business vertical will initially generate revenue through domestic merchant exporters and export-related services.

facilitate international business by connecting overseas opportunities with associated manufacturing partners and generating service income from business provided to associated manufacturers or exporters.

25,000+
Retailers

250+
Formulations across multiple therapies

200+
Distributors

10,000+
Doctor relationships supporting prescription generation

150+
Industry Professionals

15+
Therapeutic Segments

50,000+
Prescriptions Per Day

2
Loan Licence Manufacturing Facility in Gujarat

10+
Contract Manufacturing Agreements

3
NABL Accredited Associate Lab

Journey / Key Milestones

2010

Incorporation of Aptus Pharma Limited

- Company incorporated with a vision to provide affordable and high-quality pharmaceutical products to improve healthcare outcomes

2011–2016

Early Growth Phase

- Started operations with 11 products across 5 therapeutic categories
- Expanded portfolio to 50+ products

2016–2020

Portfolio & Footprint Expansion

- Strengthened acute therapy portfolio and added new molecules
- Expanded distribution footprint and established operational systems

2021–2025

Scaling & Strengthening

- Product portfolio expanded to 175+ products
- Entered OTC & Wellness categories
- Strengthened multiple business divisions
- Expanded presence into West Bengal and Ahmedabad

2025 - 2026

Listed on BSE SME Platform

- Strengthening governance, transparency and credibility to support the next phase of growth.

Future Ready

- Expanding portfolio to 250+ formulations.
- Strengthening Rx, OTC, Global & Orbit verticals.
- Revenue crossed ₹46 crore in FY26.

Our Journey Continues

Driven by trust, innovation and execution, **we are committed to building a stronger, broader and more impactful healthcare platform.**

Our Leadership & Management

TEJASH M. HATHI
Managing Director and Promoter

- Associated with Aptus since inception
- Over two decades of extensive experience in the pharmaceutical industry
- Leads corporate strategy and growth initiatives

GHANSHYAM V. PANSURIYA
Chief Executive Officer and Promoter

- 15+ years industry experience
- Responsible for sales execution, distribution expansion and market penetration.
- Drives operational excellence. and business growth across domestic markets.

KAPIL H. CHANDARANA
Chief Financial Officer

- 16+ Experienced in finance, accounting and commercial operations.
- Oversees financial planning, compliance, budgeting and capital allocation.
- Plays a key role in strengthening financial controls and operational efficiency

MR. NIRAV J. PANDYA
Vice President-Pan-India Operations

- 27+ years in pharmaceutical sales and channel management.
- Leads nationwide sales operations and distributor network development.
- Responsible for market expansion, field-force productivity and business scaling

RIDDHISH N. TANNA
Non-Executive Director

- Over 30 years of experience in healthcare management, administration and quality systems
- Holds qualifications in Homeopathic Medicine & Surgery, M.D. (Homeopathy) and MBA in Hospital Management
- Certified in healthcare quality implementation and associated with national healthcare quality initiatives

Our Leadership & Management

CHETAN S. LALSETA
Non-Executive Director

- Practicing consultant dermatologist with over 20 years of clinical experience
- Holds M.B.B.S. and M.D. (Skin & V.D.) from Saurashtra University
- Associated with leading hospitals including Wockhardt Hospital and Sterling Hospital, Rajkot

JYOTIBEN H. CHANDARANA
(DIN: 10607059)
Director

- Mrs. Jyotiben Chandarana, aged 67 years, is associated with the Company as a Non-Executive Director since May 2024.
- She has completed her Secondary School in the year 1977.
- She is having more then 5 years experience in handling admin and accounts department.

VIKAS R. JOBANPUTRA
Independent Director

- Three decades of experience in operations, business development and industrial marketing
- Expertise in project and equipment sales, techno-commercial marketing and market expansion
- Strong track record in driving business growth and developing new markets

SEJAL HARIT PALAN
Independent Director

- Associate Member of the Institute of Company Secretaries of India (ICSI) since 2012
- Practicing Company Secretary with expertise in corporate governance, compliance and secretarial matters
- Holds qualifications in Commerce, Business Management, Law (LL.B.) and Master of Laws (LL.M.)

CS MOHINI H. GANDHI
Company Secretary & Compliance Officer (KMP)

- Associate Member of the Institute of Company Secretaries of India (ICSI).
- Holds qualifications in Commerce Graduate.
- Having post qualification experience of around 7 years.

Business Process Flow

Demand Estimation of Product

Selection of Manufacturing Facility

Issuance of Purchase Order

Manufacturing of Products

Quality Approvals

Optimized supply System powering final sales growth

Manufacturing & Quality Control

The Company follows an asset-light contract manufacturing model and does not own manufacturing facilities. It has entered into contractual manufacturing arrangements with WHO-GMP-certified manufacturing units under various arrangements.

The Company has formal loan and licence agreements with two manufacturing units in Gujarat, while additional products are manufactured through other WHO-GMP-compliant manufacturing partners based on purchase orders (POs). This model enables the Company to maintain stringent quality standards while ensuring flexibility, scalability and efficient production.

At Aptus Quality is a Habit, Not an Act

At Aptus Pharma Ltd., every batch undergoes stringent quality evaluation to ensure safety, efficacy, and compliance with global standards.
Assay of Active Pharmaceutical Ingredients (API), Dissolution & Disintegration Profile, Uniformity of Content (UOC), Related Substances Compliance, Impurity Profiling, Tablet/Capsule Hardness Test, pH Level Evaluation, Microbiological Analysis, Friability Testing, Karl Fischer (KF test), Diethylene glycol (DEG) and ethylene glycol (EG) Test

Key Therapetic Solutions

01 ANTI-INFECTIVES

02 ANTACIDS & PPI

03 G.I. MEDICINES

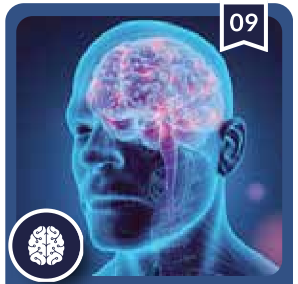
04 ANTI-ALLERGIC

05 RESPIRATORY MEDICINE

06 NUTRITIONAL SUPPLEMENTS

07 ANTI-INFLAMMATORY

08 PAIN MANAGEMENT



09 NEUROPSYCHIATRIC MEDICINE

10 LIPID-LOWERING MEDICINE

11 ANTI-HYPERTENSIVES & CARDIOVASCULAR MEDICINE

12 ANTIDIABETIC MEDICINE

13 URO CARE

14 CRITICAL CARE

15 AYUSH PRODUCTS

16 OTC PRODUCT

17 SKIN CARE PRODUCT

18 HAIR CARE PRODUCT

Leading Brands

Pharma Formulations and Prescription Brands

Chilkul® Koltus™ Dolotus™ KARBAKING® Linzoking® Etolok™

Vomitus™ Aptifresh® Nutritus™ Feuroking™ Klaviking™ Zimking™

Telbira® Aptiglim™ Jugsi® Jugempa™ Rozutus™ Bidavil®

OTC & Wellness Brands

Timglo® KERAVA™ SHIROVITA™ APTIRUB® LEEBOND™ SHILAREV®

INDUSTRY OVERVIEW

Global Pharmaceutical Industry

Global Pharmaceutical Industry Continues to Expand on Ageing Population, Chronic Diseases & Innovation

~$1.7 Trillion	>$2.3 Trillion	~6-7%
Global Pharma Market	Expected Market by 2030	CAGR

Growth Drivers

- Rising ageing population
- Increasing prevalence of chronic diseases
- Healthcare spending increasing globally
- Strong pipeline of biologics & specialty drugs
- Expansion of emerging markets
- AI improving drug discovery and commercialization

Industry Outlook

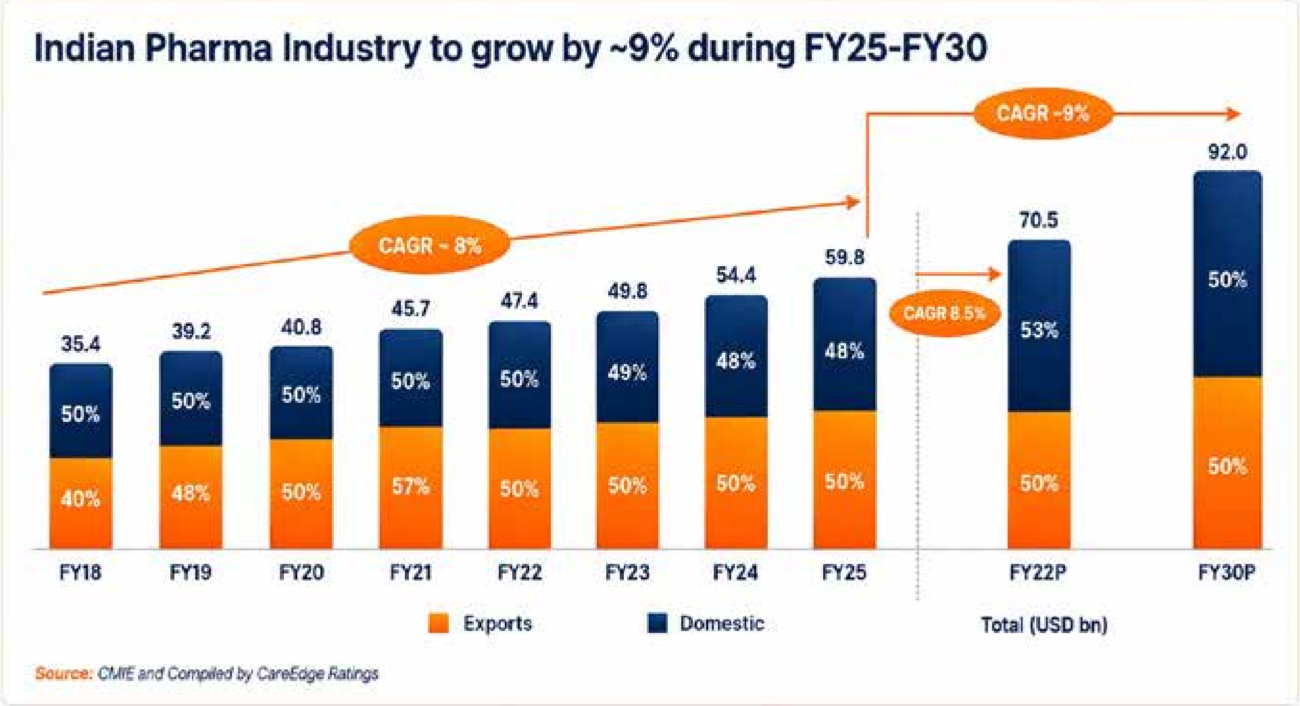
Global pharma is gradually shifting from traditional small molecules toward **biologics, biosimilars and specialty therapies**, creating opportunities across manufacturing, marketing and distribution.

India – Pharmacy of the World

India is Emerging as a Key Global Pharmaceutical Hub

Key Statistics

- **3rd largest** pharmaceutical producer by volume
- Supplies **20% of global generic medicines**
- **Largest number** of USFDA-approved plants outside US
- Exports medicines to **200+** countries
- Pharma exports exceeded **US$31 billion** in **FY26**
- Domestic market expected to nearly double by **2030**



FINANCIAL PERFORMANCE

Managing Director's Statement – Financial Strength

"Our strong FY26 performance reflects the growing financial strength of Aptus Pharma. With 89.6% revenue growth and 49.1% PAT growth, we have built a solid platform for the next phase of expansion. Going forward, we remain focused on profitable growth, disciplined capital allocation, manufacturing capabilities and wider market expansion, creating sustainable long-term value for our shareholders."

Mr. Tejash Hathi

Managing Director & Promoter

Key Highlights & Achievements (F.Y. 2025-26)

Revenue doubled to
₹4,670.81 lakh (+89.59% YoY)

EBITDA at
₹750.32 lakh (+57.73% YoY)

PAT at
₹461.99 lakh (+49.05% YoY)

Expanded portfolio to
250+ formulations

Strong presence across
Rx | OTC | Global | ORBIT verticals

Distribution network:
25,000+ retailers & 200+ distributors

Trusted by
10,000+ doctors

Asset-light model ensuring
scalability & efficiency

Listed on
BSE SME platform

Roadmap for pan-India
expansion & global footprint by 2030

H2 FY26 Profit & Loss Statement

Particulars	H2 FY26	H2 FY25	Y/Y	H1 FY26	Q/Q
Revenue from Operations	**32.20**	**14.80**	**117.5%**	**14.38**	**123.9%**
Cost of Materials Consumed	0.00	0.00		0.00	
Purchase of Stock-in-Trade	18.77	6.87		9.11	
Changes in Inventories	(3.22)	(1.53)		(3.29)	
Gross Profit	**16.65**	**9.46**	**75.9%**	**8.56**	**94.6%**
Gross Profit %	**51.7%**	**63.9%**		**59.5%**	
Employee Benefits Expenses	2.90	2.03		2.30	
Other Expenses	9.25	4.56		3.30	
EBITDA	**4.49**	**2.88**	**56.3%**	**2.95**	**52.2%**
EBITDA %	**14.0%**	**19.4%**		**20.5%**	
Depreciation and Amortization Expenses	0.25	0.15	60.9%	0.16	53.1%
EBIT	**4.25**	**2.72**		**2.79**	
EBIT %	**13.2%**	**18.4%**		**19.4%**	
Finance Cost	0.35	0.36		0.45	
Other Income	0.12	0.08		0.01	
PBT	**4.02**	**2.44**	**64.9%**	**2.35**	**71.1%**
Tax	1.15	0.65		0.60	
PAT	**2.87**	**1.79**	**60.1%**	**1.75**	**64.5%**
PAT %	**8.9%**	**12.1%**		**12.1%**	
Basic EPS	4.19	9.39		3.48	

FY26 Profit & Loss Statement

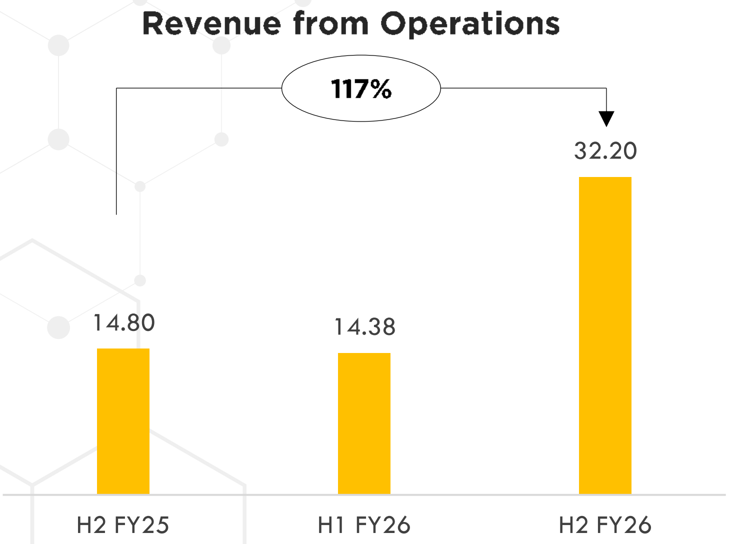
Particulars	FY26	FY25	Y/Y
Revenue from Operations	**46.57**	**24.56**	**89.7%**
Cost of Materials Consumed	0.00	0.00	
Purchase of Stock-in-Trade	27.88	12.67	
Changes in Inventories	(6.51)	(3.63)	
Gross Profit	**25.20**	**15.52**	**62.4%**
Gross Profit %	**54.1%**	**63.2%**	
Employee Benefits Expenses	5.21	3.57	
Other Expenses	12.55	7.10	
EBITDA	**7.45**	**4.85**	**53.6%**
EBITDA %	**16.0%**	**19.7%**	
Depreciation and Amortization Expenses	0.41	0.27	53.8%
EBIT	**7.04**	**4.58**	
EBIT %	**15.1%**	**18.7%**	
Finance Cost	0.80	0.47	
Other Income	0.13	0.08	
PBT	**6.37**	**4.20**	**52.0%**
Tax	1.75	1.10	
PAT	**4.62**	**3.10**	**49.0%**
PAT %	**9.9%**	**12.6%**	
Basic EPS	7.78	6.37	

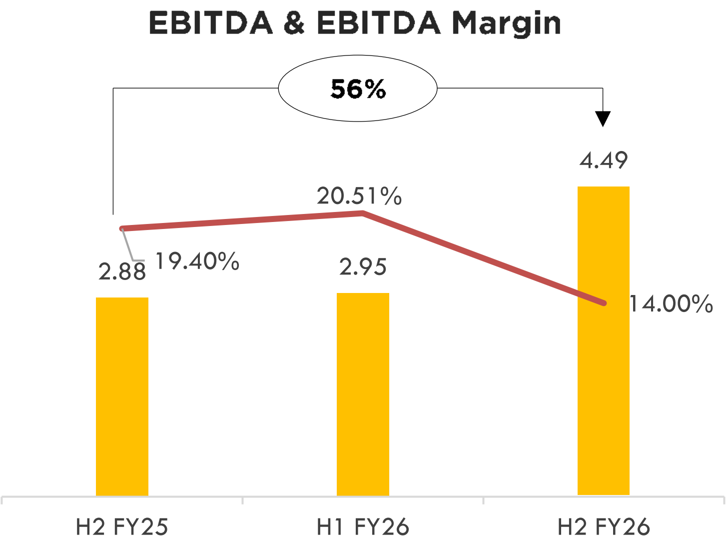
Balance Sheet as on 31st March 2026

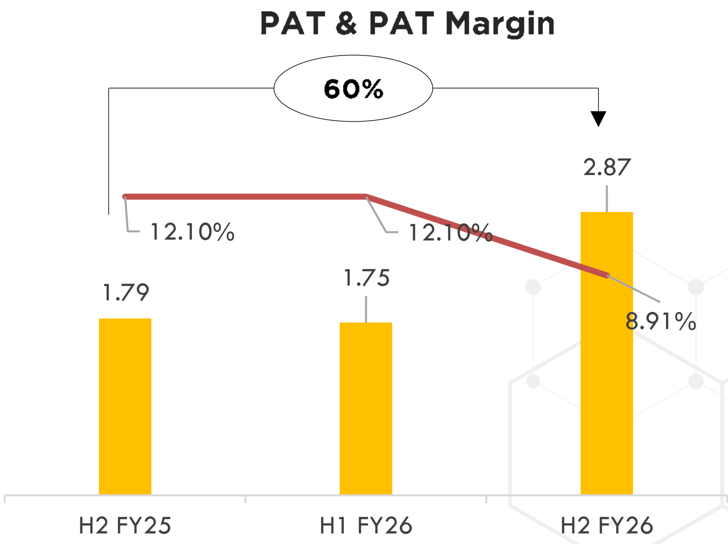
Total Equity & Liabilities	As on 31st Mar'26	As on 31st Mar'25
Shareholders Funds	**23.35**	**6.97**
Share Capital	6.86	5.00
Reserves and Surplus	16.49	1.97
Non Current Liabilities	**0.88**	**2.87**
Long Term Borrowings	0.52	2.62
Long Term Provisions	0.36	0.25
Current Liabilities	**19.31**	**12.08**
Short term Borrowings	6.66	7.74
Trade Payables		
i) Outstanding toward Micro and Small Enterprise	4.67	0.76
ii) Outstanding to Others	3.48	0.55
Other Current Liabilities	2.73	1.87
Short term Provisions	1.76	1.17
Total Equity & Liabilities	**43.53**	**21.92**

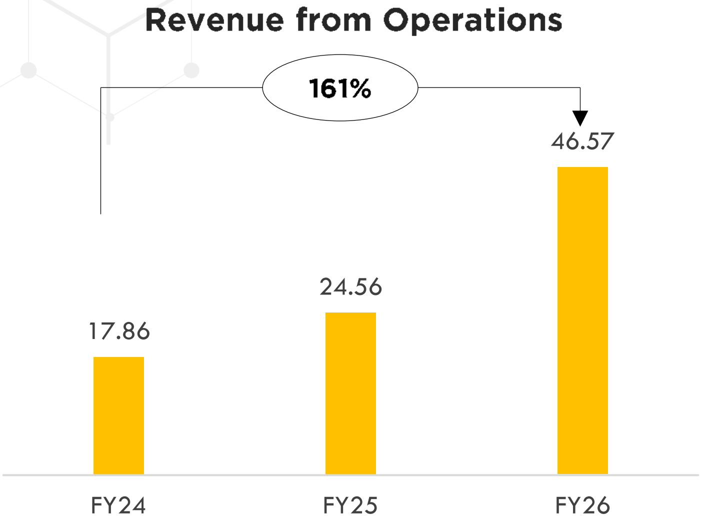
Total Assets	As on 31st Mar'26	As on 31st Mar'25
Non Current Assets	**8.30**	**2.18**
Property, plant & Equipment and Intangible Assets		
i) Property, plant & Equipment	2.71	0.96
ii) Intangible Assets	0.05	0.03
Deferred Tax Assets (net)	0.09	0.07
Other Non-Current Assets	5.44	1.12
Current Assets	**35.24**	**19.74**
Inventories	13.57	7.06
Trade Receivables	18.76	5.64
Cash & Bank Balance	1.03	5.21
Short-term Loans and Advances	1.80	1.82
Other Current Assets	0.09	
Total Assets	**43.53**	**21.92**

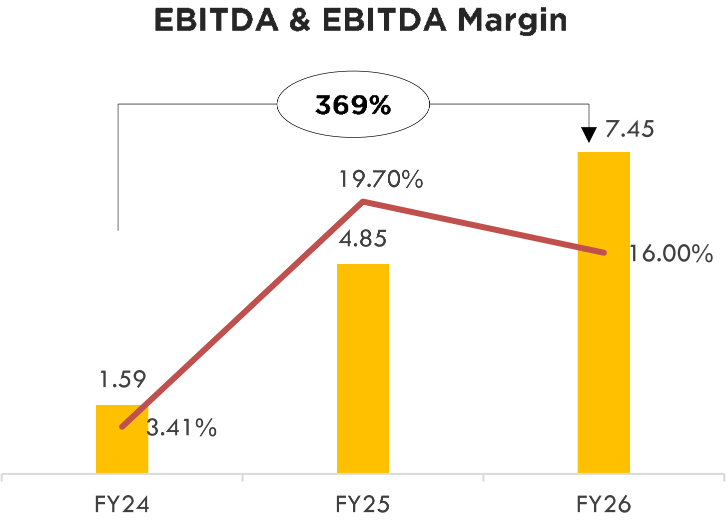
Key Financial Highlights

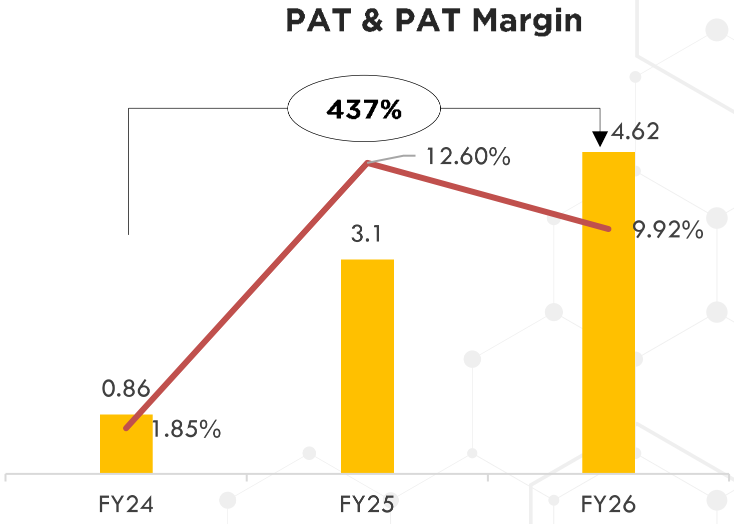












WAY AHEAD

Strategic Growth Roadmap 2028–2029

Aptus Pharma Limited
Connecting.....Life

Pan India by
March 2029

Global Expantion BY MARCH - 2028

ASIA
- UAE
- Malaysia
- Myanmar
- Cambodia
- Vietnam
- Bangladesh
- Sri Lanka
- Nepal

AFRICA
- Kenya
- Uganda
- Tanzania
- Somalia
- Malawi

LATIN AMERICA
- Argentina
- Bolivia
- Brazil
- Chile
- Colombia
- Peru
- Costa Rica

Manufacturing Expansion (Proposed by March 2028)

Aptus Pharma Limited aims to evolve into an integrated pharmaceutical manufacturing and export-focused company. By 2028, the company targets 20% own manufacturing, strengthening quality control, supply-chain efficiency and its own-brand portfolio. Alongside manufacturing, Aptus Pharma plans to build a global export presence and achieve a Pan-India footprint by 2029, creating three key growth pillars: Own Manufacturing, Global Expansion and Pan-India Scale.

OUR GOAL

To build a diversified multi-vertical pharmaceutical platform with a strong domestic footprint and a global presence, driving sustainable and profitable long-term growth.

Awards & Certifications

We are committed to maintaining the highest standards of quality, safety, and excellence in the pharmaceutical industry. Our achievements, awards, and certifications reflect our dedication to innovation, customer satisfaction, and regulatory compliance. With a strong focus on international quality standards, our manufacturing and operational processes are designed to ensure reliability, efficiency, and trust. These recognitions inspire us to continue delivering high-quality pharmaceutical solutions while strengthening our reputation as a dependable healthcare partner.

Thank You

Aptus Pharma Ltd.

Mr. Tejash Hathi
Managing Director

http://www.aptus-pharma.com/

AdfactorsPR Pvt. Ltd.

Mr. Rahul Trivedi
Rahul.trivedi@adfactorspr.com

Mr. Vishal Bhalada
Vishal.Bhalada@adfactorspr.com

Mr. Vivek Sahu
Vivek.sahu@adfactorspr.com