sms pharmaceuticals Limited
Registered & Corporate Office :
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Telangana, India.
Tel : +91 - 40 - 6985 9999
CIN No. : L24239TG1987PLC008066
Email : info@smspharma.com, www.smspharma.com

Date: 01st August, 2026

To,

The Manager,
Corporate Filings Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

Security Code: 532815

The Manager,
Listing Compliance Department,
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051.

Symbol: SMSPHARMA

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we are enclosing here herewith a copy of investor presentation of the Company for the quarter ended 30th June, 2026.

This Investor Presentation may also be accessed on the website of the Company at www.smspharma.com

Kindly take the same on record and disseminate on your website.

Thanking you
Yours Faithfully

For SMS Pharmaceuticals Limited

THIRUMALESH TUMMA
Digitally signed by THIRUMALESH TUMMA
Date: 2026.08.01 16:16:15 +05'30'

Thirumalesh Tumma
Company Secretary

sms pharmaceuticals ltd.

Investor Presentation

Q1FY27
AUGUST 2026

Safe Harbour

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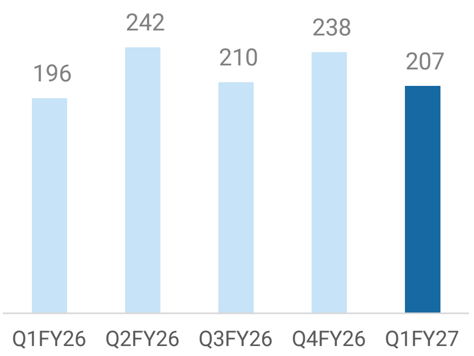
01
PERFORMANCE REVIEW

Executive summary

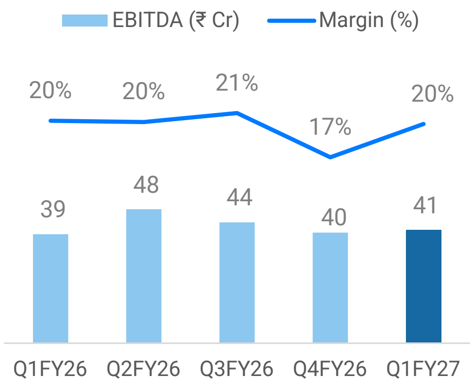
- Revenue up 6% YoY, driven by diversified growth across high-value APIs
- Gross margin remained above 45%, reflecting structural improvement in unit economics
- EBITDA margin sustained at ~20%; PAT up 8% YoY
- Completed 4 DMF/CEP filings; on track to meet FY27 target of 10 DMF/CEP filings
- ₹280 crore capex programme progressing as planned; expected to be completed by FY27
- Board approves infusion of up to ₹50 crore, as a loan, into subsidiary SMS Peptides Private Limited; building on the ₹8 crore investment made in FY26 to establish its dedicated peptide R&D facility
- R&D team strength increased to 200, supporting the development pipeline of niche and high-value APIs and peptides

Q1FY27 financial highlights

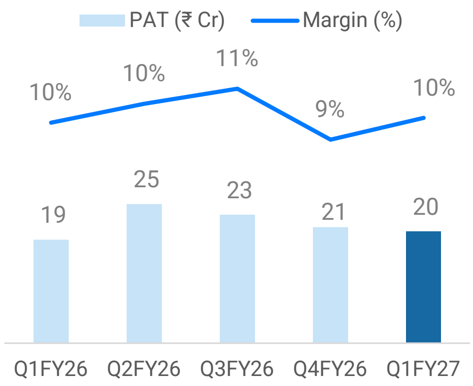
REVENUE (₹ CRORE)



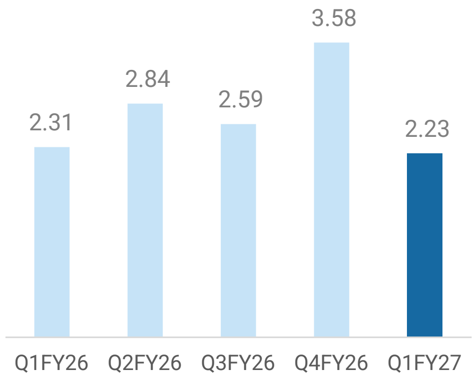
EBITDA & EBITDA MARGIN



PAT & PAT MARGIN*



EPS (₹)



₹207 crore
Revenue from operations
▲ 6%

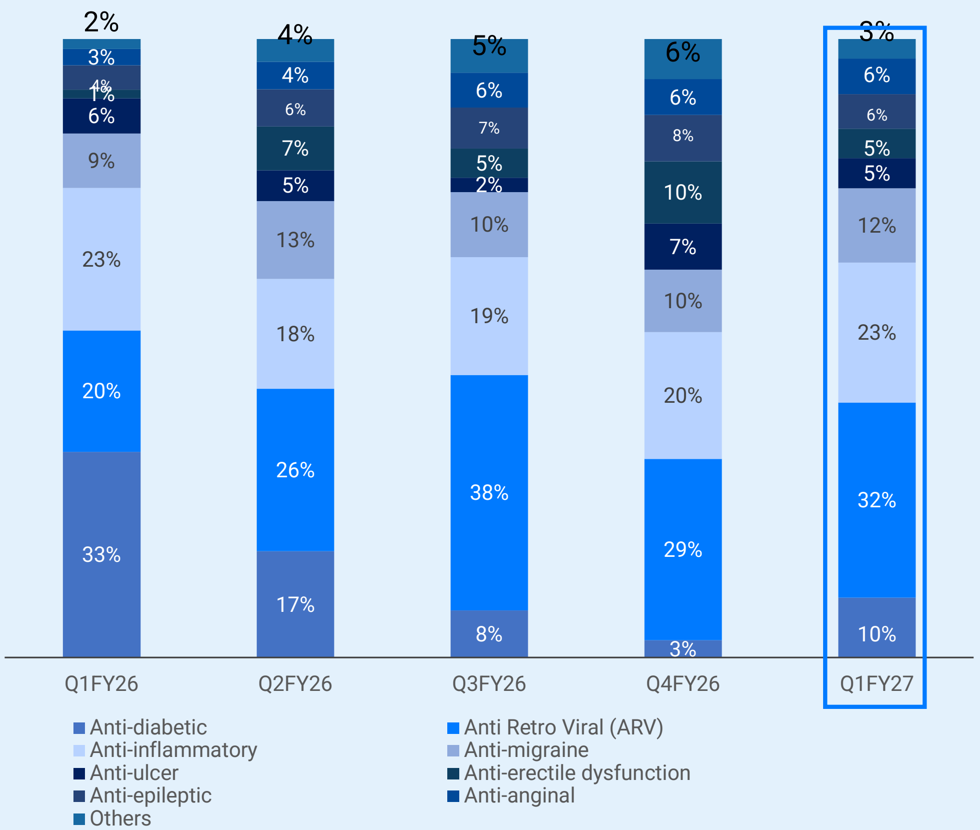
₹41 crore
EBITDA
▲ 4%

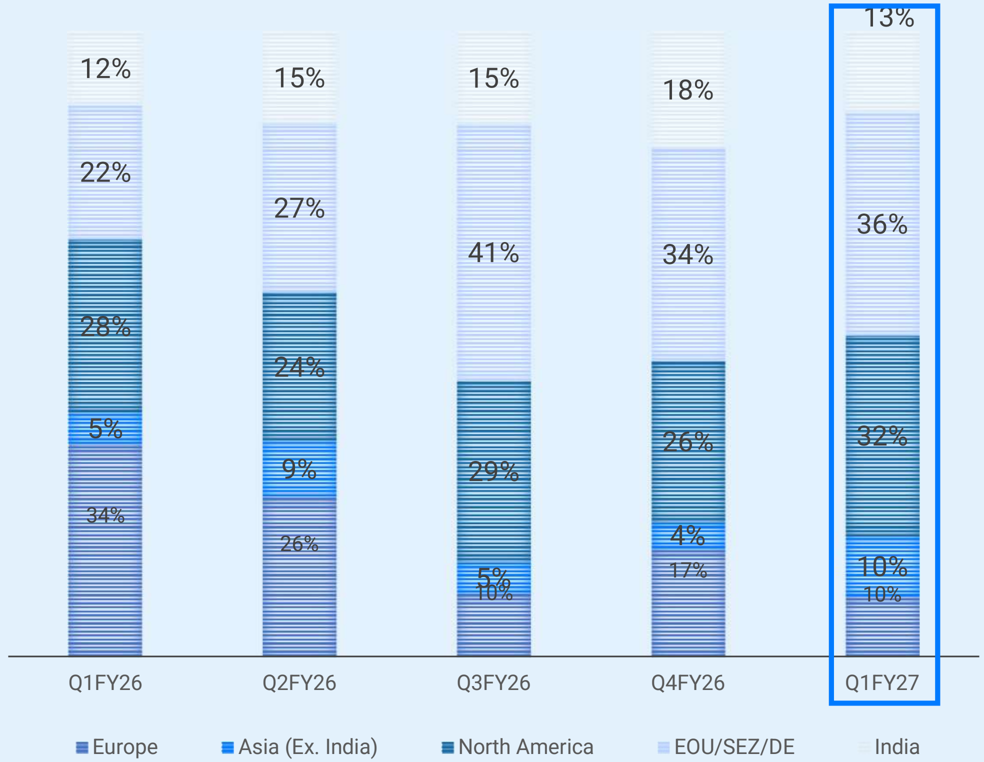
₹20 crore
PAT
▲ 8%

₹2.23
EPS
▼ (3)%

▲ YoY; *PAT and PAT margin exclude share of profit/(loss) from associate.

Key operating metrics Q1FY27





02

COMPANY OVERVIEW

SMS Pharma at a glance

Established in

1989

36 years in API manufacturing and development

SMS's business model is underpinned by its scale of operations and depth of capabilities

1. Diversified API player with a global presence
2. Globally compliant manufacturing facilities
3. Global and domestic leadership in key products
4. Vertically integrated across product portfolio
5. Strong presence in regulated markets
6. Strategic focus on R&D

Key facts

#1

Global and Domestic leadership in key products

55+

APIs across 14 diverse therapeutic segments.

88%

Revenue from regulated markets

3,120 KL

Reactor volume

1,600+

Employees

75+

Countries where we have a presence

120+

DMFs filed till date

100+

Scientists in R&D

800+

Customers

Ready for the next stage of growth…

1989-2011

- Became the world's largest manufacturer of Ranitidine API
- Acquired a facility to manufacture high value products in Hyderabad
- Successful expansion into regulatory markets
- Successful listing on NSE and BSE

2011-2017

- Started a greenfield project in Vizag to build an API facility in more than 100 acres of land
- Investment in VKT Pharma, an associate company, for forward integration
- Rising market share of high value in the regulated markets drives revenue and margin growth

2017-2022

- Demerger of SMS lifesciences to unlock operational efficiencies and further increase focus on high-value molecules
- Established leadership position in anti-migraine, anti-diabetic, anti-ulcer and ARVs etc.

2022-2025

- Launched Asia's largest dedicated automated ibuprofen production block
- Backward integration projects to improve margins across product portfolio
- Successful audits and inspections by EQDM and USFDA at Vizag plant; successful USFDA inspection at VKT Pharma
- Associate VKT Pharma receives USFDA approval for reformulated Ranitidine
- Meaningful contribution of VKT pharma to the bottom line for the first time

Future

Focused strategy in place to deliver revenue growth with margin expansion

Diversified across therapeutic areas and products to mitigate risk

Therapeutic areas	Category	FY26 revenue share
Anti-inflammatory	High-volume	20%
Anti Retro Viral (ARV)	High-volume	28%
Anti-diabetic	High-value	15%
Anti-migraine	High-value	11%
Anti-ulcer	High-volume	5%
Anti-erectile dysfunction	High-value	6%
Anti-epileptic	High-value	6%
Anti-anginal	High-value	5%
Others	High-value	4%

State-of-the-art, accredited manufacturing facilities

HYDERABAD

Manufacturing capacity: 120 KL for niche small-volume molecules

Regulatory approvals: USFDA, EUGMP, KFDA, CDSCO, PMDA
Six times approved by the USFDA

Total area: 48,158 m^2

VIZAG

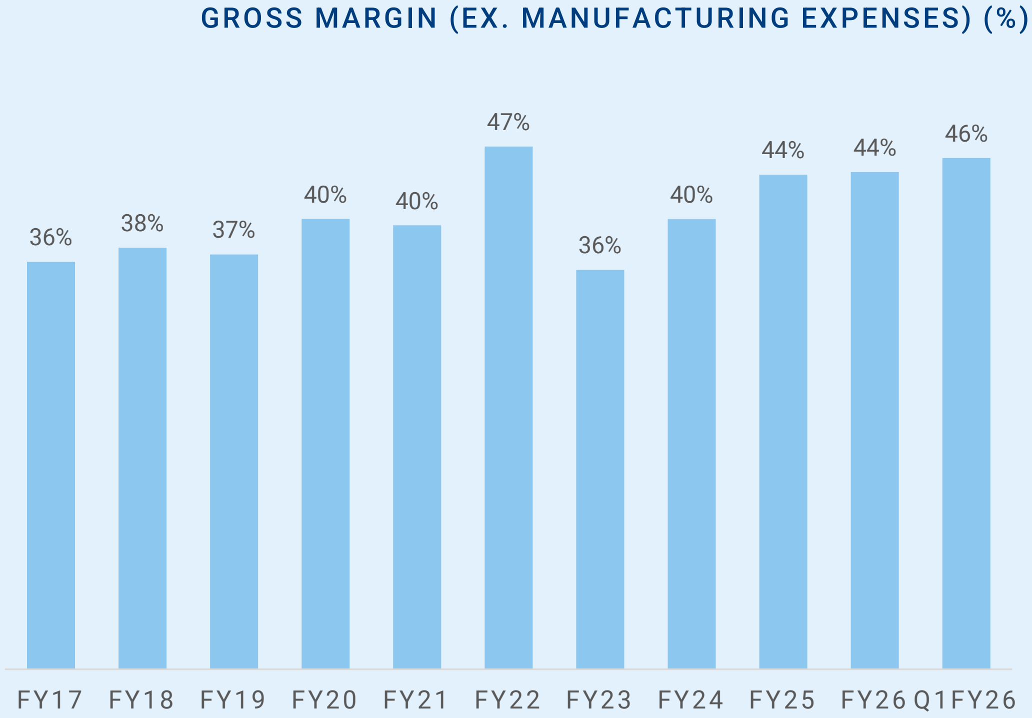
Manufacturing capacity: 3,000 KL for niche large-volume molecules

Regulatory approvals: USFDA, KFDA, CDSCO, PMDA
Four times approved by the USFDA

Total area: 3,45,007 m^2

Sustained gross margin expansion across multiple cycles

Gross margin expansion in a competitive generics landscape



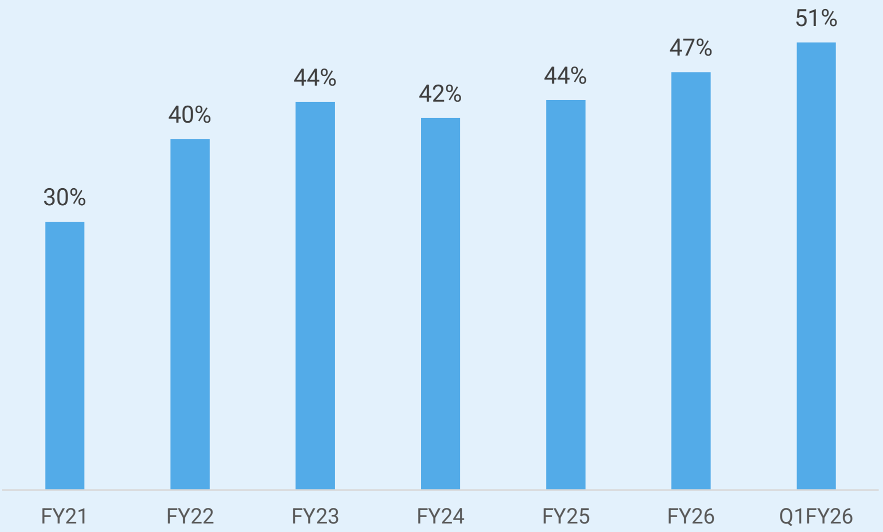
Enabled by

- High-value product mix supports better realisation per MT
- Scalable manufacturing enables operating leverage and market leadership
- Strong foothold in regulatory markets ensures pricing power and durability
- Strategic R&D focus drives process optimisation and margin protection

High-value portfolio ensures high quality of cash flows

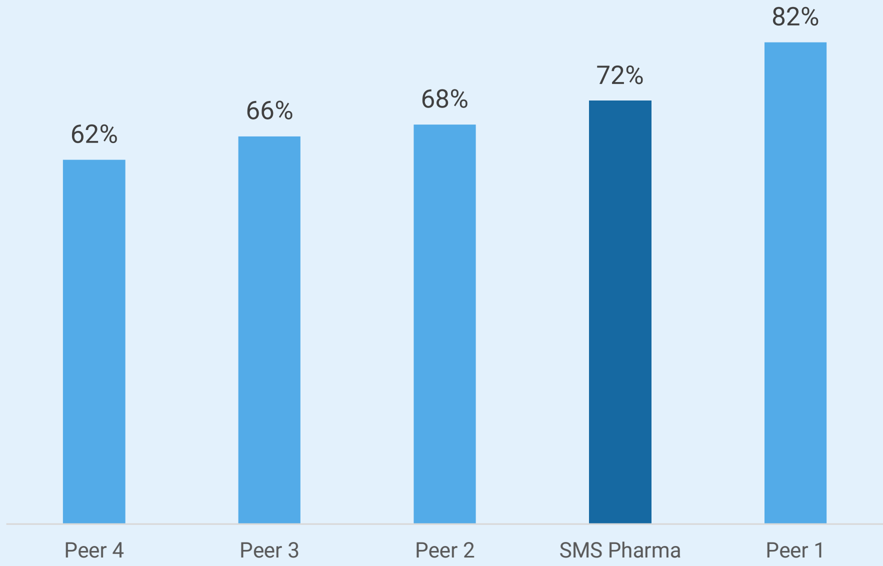
Stable and majority share of high-value product portfolio

SHARE OF HIGH-VALUE PRODUCTS (%)



OCF conversion on par with leading API companies (10 Year avg)

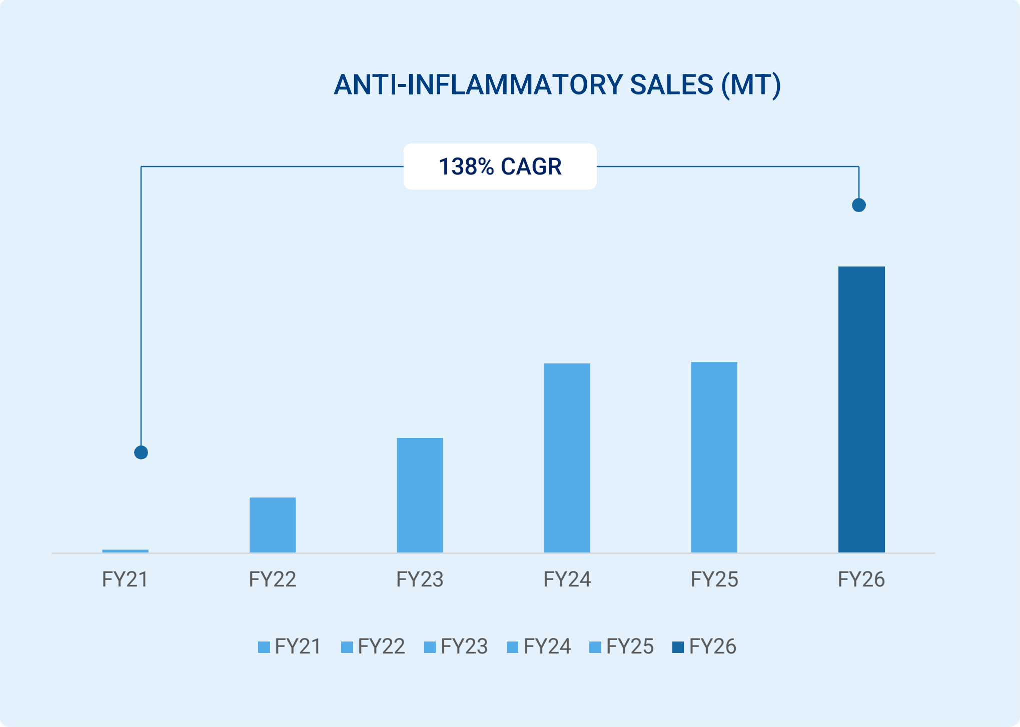
OCF CONVERSION RATIO*



* OCF conversion ratio is defined as cash flow from operating activities divided by EBITDA

Manufacturing facilities enable scale and leadership position

- **Rapid scale-up** of APIs enabled by decades of in-house technical expertise
- **Strong first-to-market** capabilities in key therapeutic areas
- **Operating leverage** drives cost efficiency, enabling competitive pricing and faster market share gains



Strategic R&D focus enables margin protection

Stable gross margins despite price erosion

New product development

Added 20 new products since FY22

Filed 10+ regulatory submissions in FY26

Process optimisation

35+ process patents

Strong partnerships

JV with Spanish pharma giant Chemo Iberica S.A.

Focus on commercialisation

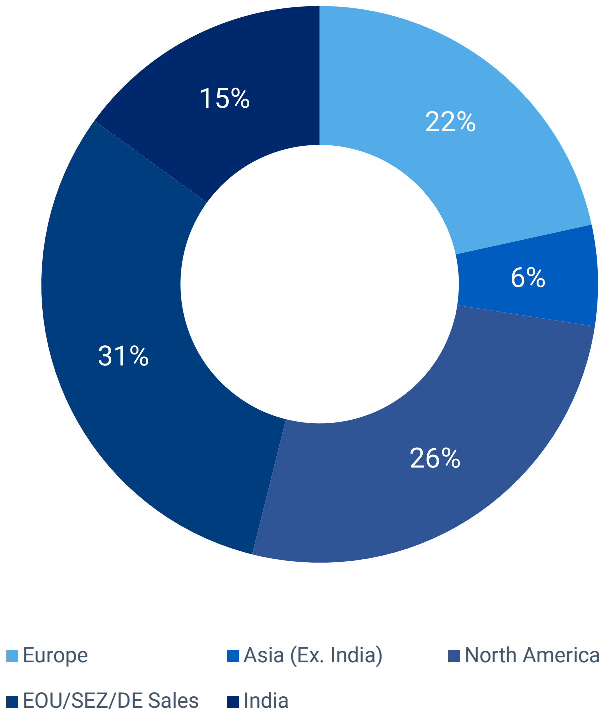
100+ scientists

Large technical team

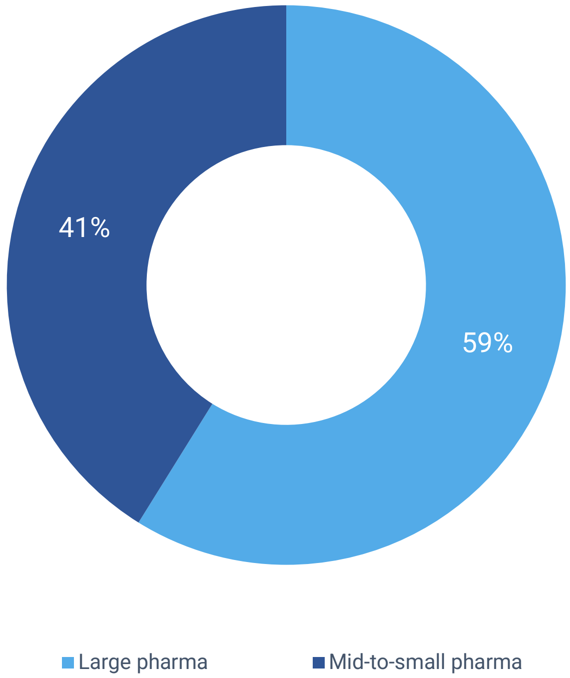
120+ DMFs filed till date

Established, well-balanced and diversified customer portfolio

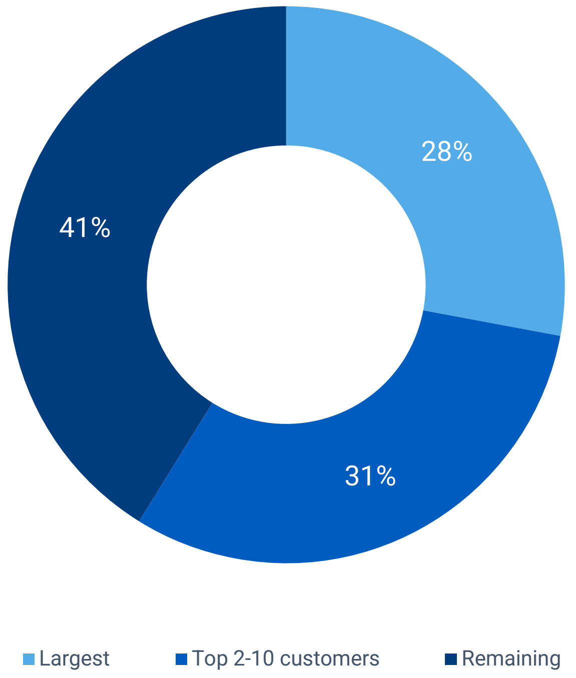
REVENUE BY LOCATION, FY26



REVENUE BY CUSTOMER TYPE, FY26



REVENUE BY CUSTOMER SIZE, FY26



Long standing relationship with marquee customer base

Experienced BoD to deliver on strategy

Shri. Ramesh Babu Potluri
Chairman & Managing Director

Shri. Vamsi Krishna Potluri
Executive Director

Shri. Shravan Kudravallii
Independent Director

Shri. Sarvepalli Srinivas
Director

Shri. Dr. Suresh Kumar Gangavarapu
Independent Director

Shri. Sunkara Venkata Satya Shiva Prasad
Non-Executive Non Independent Director

Smt. Shanti Sree Bolleni
Independent Director

Shri. Trilok Potluri
Non-Executive Non Independent Director

03

WAY FORWARD

Ramp-up of high-volume product portfolio

Targeting 1.75 average net asset turnover levels over next 2-3 years

Key drivers

- **Anti-inflammatory:** Targeting to become the #1 player in the world
- **Strategic partnerships:** Aim to generate additional revenues through our arrangement with Chemo
- **Other APIs:** Market share wins in key APIs

Backward integration to improve quality of earnings

Low price risk

Protection against market fluctuations

→

Culture of learning by doing

Strengthens core R&D capabilities

→

Cost-competitive structure

Improving margins & reliability

Several products where we have backward integrated

Low

Dependency on China for raw material

Ability to backward integrate for molecules helps protect gross margins

Strengthening product portfolio

20

DMF, CEP and dossier filings targeted over next 24 months

2x

R&D investment to double over next 15 months

PRODUCT PIPELINE

Lab Scale Development & Commercial Validation Completed

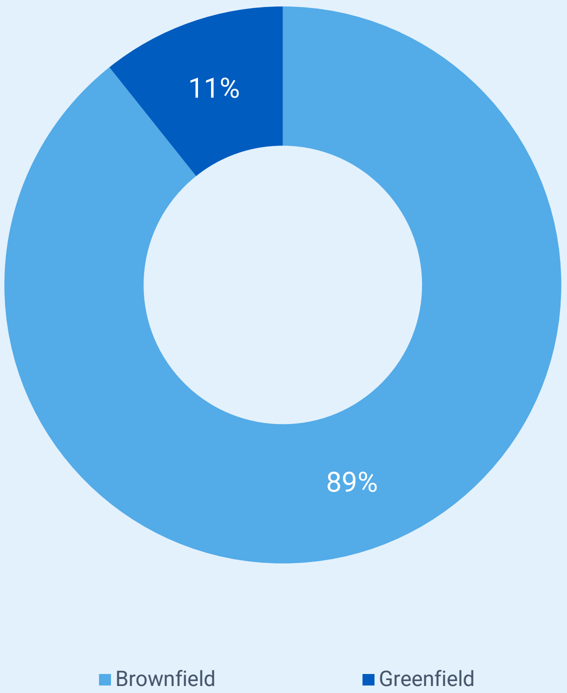
- Anti-inflammatory
- Anti-diabetic
- Anti-depressant

Lab scale development and validation completed

- Anti-hypertensive
- Antipsychotic
- Ulcerative colitis

Launch of major Capex projects to support strategy

Capex project mix



₹280 crore

Capex spend to be completed by FY27

Capex oriented towards:

- Capacity expansion for existing APIs
- Building capacities for new API pipeline
- Land acquisition in process for a greenfield project

Strategic focus:

- Completed one Capex cycle in last 3-4 years; now focused on asset utilisation to deliver best-in-class returns
- Current round of Capex is targeted to deliver returns in the high-teens range

04 HISTORICAL FINANCIAL PERFORMANCE

Consolidated P&L statement

Particulars (₹ Cr)	Q1FY27	Q1FY26	YoY%	Q4FY26	QoQ%	FY26	FY25	YoY%
Revenue from Operations	206.96	196.05	6%	237.95	-13%	886.87	782.75	13%
COGS	132.03	129.33	2%	156.66	-16%	584.04	518.05	13%
Gross Profit	**74.93**	**66.72**	**12%**	**81.29**	**-8%**	**302.83**	**264.70**	**14%**
Gross Margin (%)	**36%**	**34%**	**217bps**	**34%**	**204bps**	**34%**	**34%**	**33bps**
EBITDA	**40.95**	**39.37**	**4%**	**39.90**	**3%**	**171.28**	**139.00**	**23%**
EBITDA Margin (%)	**20%**	**20%**	**-30bps**	**17%**	**302bps**	**19%**	**18%**	**155bps**
Other Income	1.74	0.59	195%	2.57	-32%	8.35	6.22	34%
Finance Costs	5.50	5.84	-6%	5.28	4%	23.08	18.54	24%
Depreciation	9.99	9.75	2%	10.13	-1%	39.92	34.34	16%
PBT	27.20	24.37	12%	27.06	1%	116.63	92.34	26%
Taxes	7.00	5.65	24%	6.10	15%	28.64	24.94	15%
PAT	**20.20**	**18.72**	**8%**	**20.96**	**-4%**	**87.99**	**67.40**	**31%**
PAT Margin (%)	**10%**	**10%**	**21bps**	**9%**	**95bps**	**10%**	**9%**	**131bps**
Add: Share of Associate Profit/Loss	0.71	1.78	-100%	11.75	-94%	13.99	1.74	704%
PAT after Associate Contribution	**20.91**	**20.50**	**2%**	**32.71**	**-36%**	**101.98**	**69.14**	**47%**
Earnings Per Share (EPS)	2.23	2.31	-3%	3.58	-38%	11.15	8.16	37%

THANK YOU

For further information contact:

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