pharmaceuticals Limited
Registered & Corporate Office :
8th Floor, Trendset Jayabheri Connect,
Kondapur, Hyderabad - 500 084,
Telangana, India.
Tel : +91 - 40 - 6985 9999
CIN No. : L24239TG1987PLC008066
Email : info@smspharma.com, www.smspharma.com

Date: 4th November, 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 second quarter and half year ended 30th September, 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: 2026.11.04 18:03:29 +05'30'

Thirumalesh Tumma
Company Secretary

sms pharmaceuticals ltd.



Investor Presentation

Q2FY27

NOVEMBER 2026

Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by SMS Pharmaceuticals Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



01 PERFORMANCE REVIEW

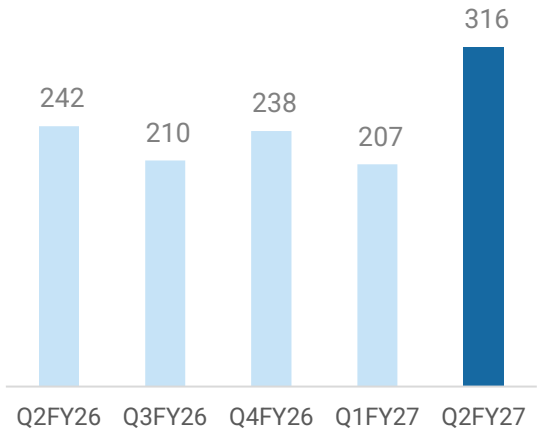
Executive summary



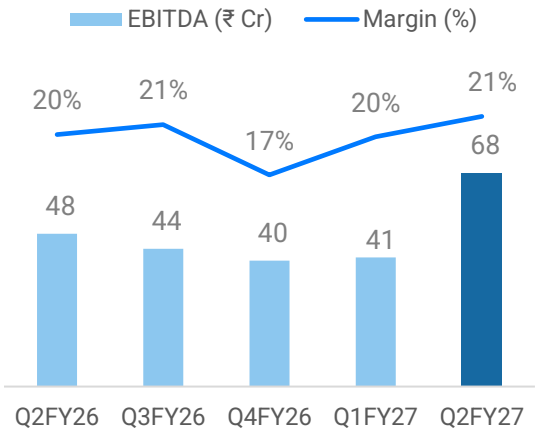
- Revenue up 30% YoY, driven by strong volume growth and improved price realization
- Gross margin (Incl. mfg. expenses) increased to 35%, reflecting the tangible benefits of backward integration
- EBITDA margin expanded 145 bps YoY to 21%, due to operating leverage
- PAT up 57% YoY to ₹40 crore
- Completed 6 DMF/CEP filings in FY27 to date; on track to meet the full-year target of 10 DMF/CEP filings in FY27
- FY27 revenue growth and EBITDA margins are now expected to exceed earlier guidance
- ₹280 crore capital expenditure program remains on track for completion by FY27
- Peptides R&D facility is now fully operational and pilot scale production is targeted for Q4FY27, with initial CRO revenue from pilot scale production anticipated in Q2FY28

Q2FY27 financial highlights

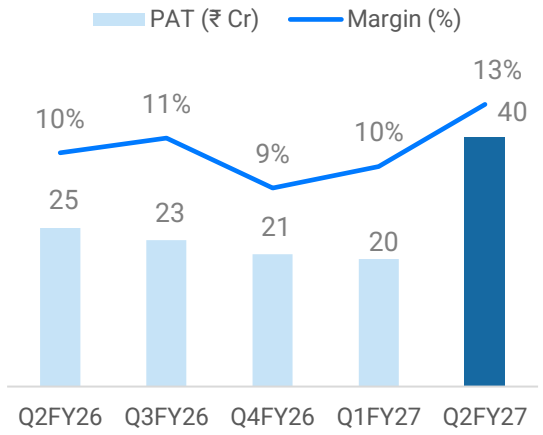
REVENUE (₹ CRORE)



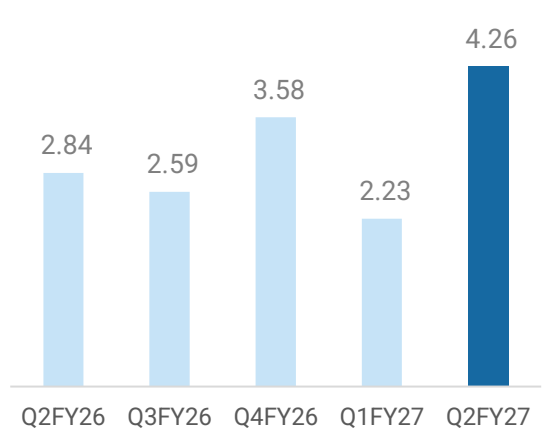
EBITDA & EBITDA MARGIN



PAT & PAT MARGIN*



EPS (₹)



₹316 crore
Revenue from operations
▲ 30%

₹68 crore
EBITDA
▲ 40%

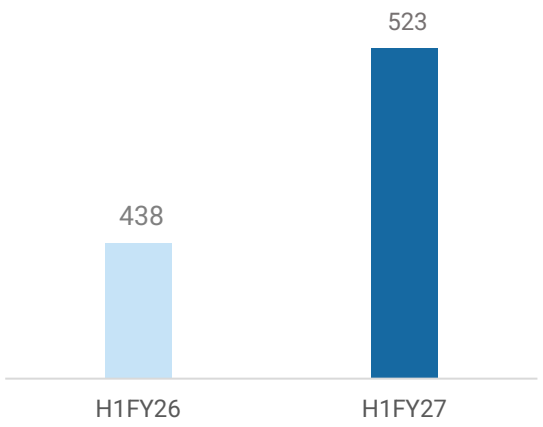
₹40 crore
PAT
▲ 57%

₹4.26
EPS
▲ 50%

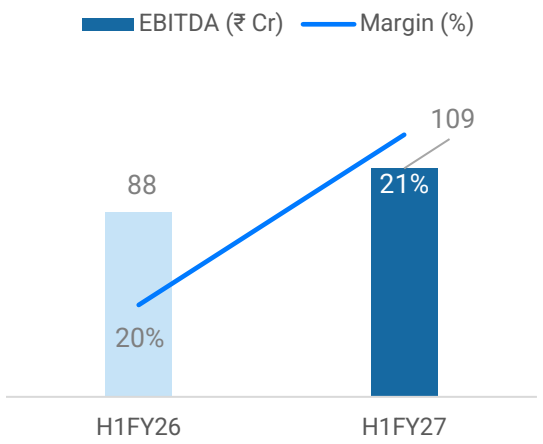
▲ YoY; *PAT and PAT margin exclude share of profit/(loss) from associate.

H1FY27 financial highlights

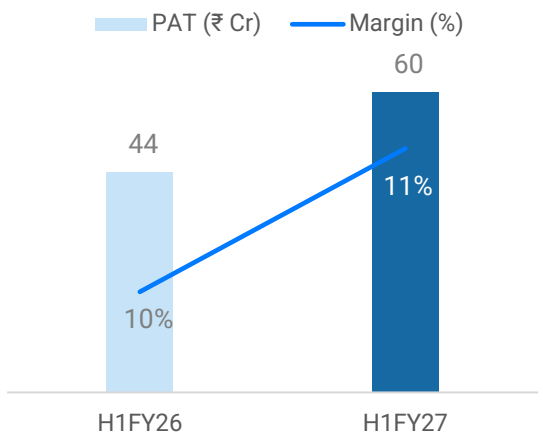
REVENUE (₹ CRORE)



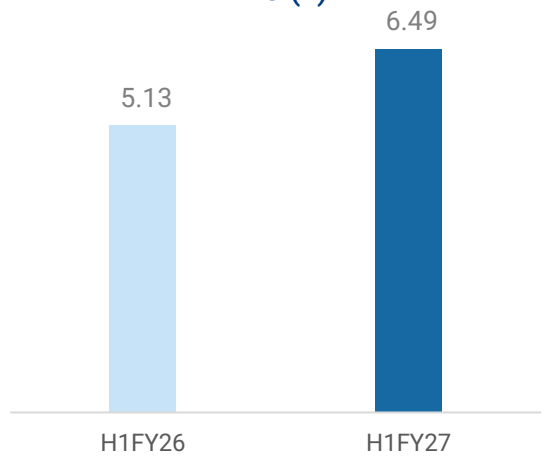
EBITDA & EBITDA MARGIN



PAT & PAT MARGIN*



EPS (₹)



₹523 crore
Revenue from operations
▲ 19%

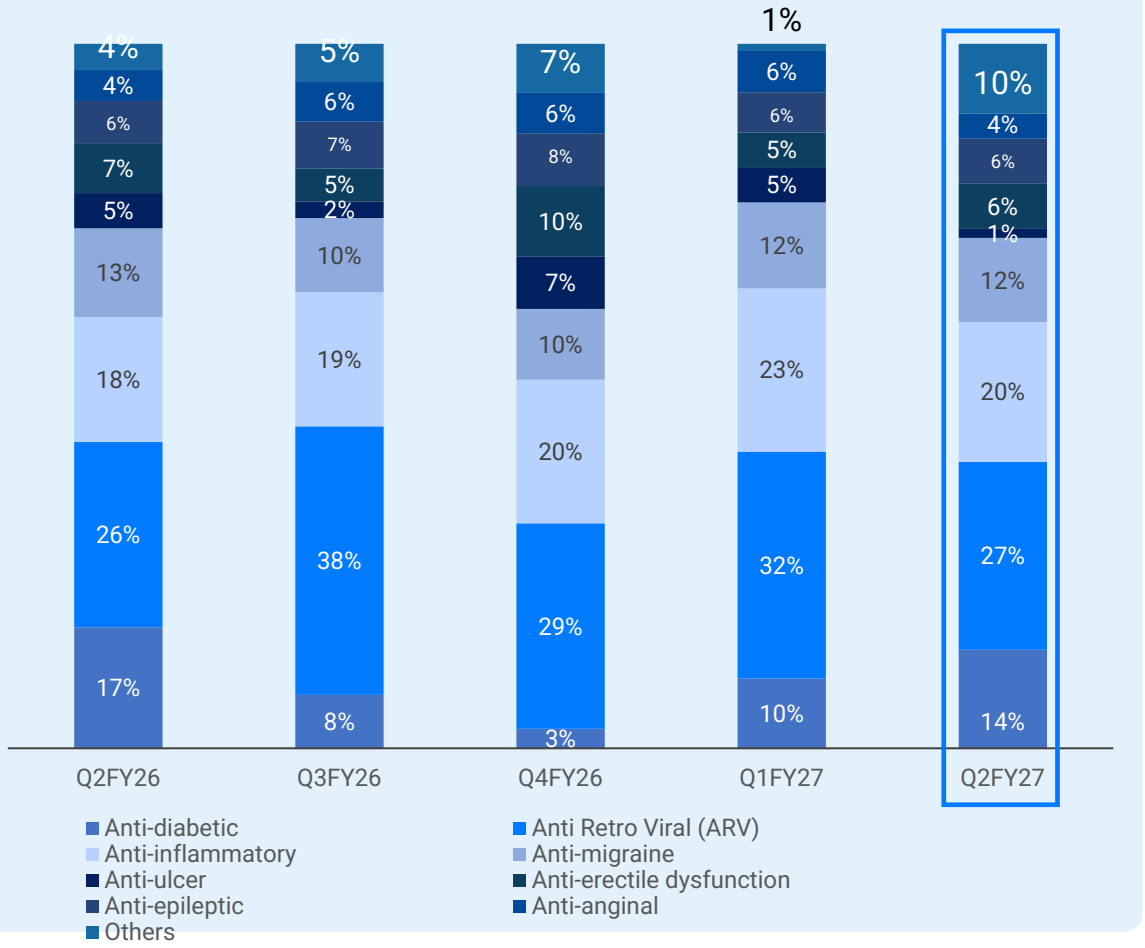
₹109 crore
EBITDA
▲ 24%

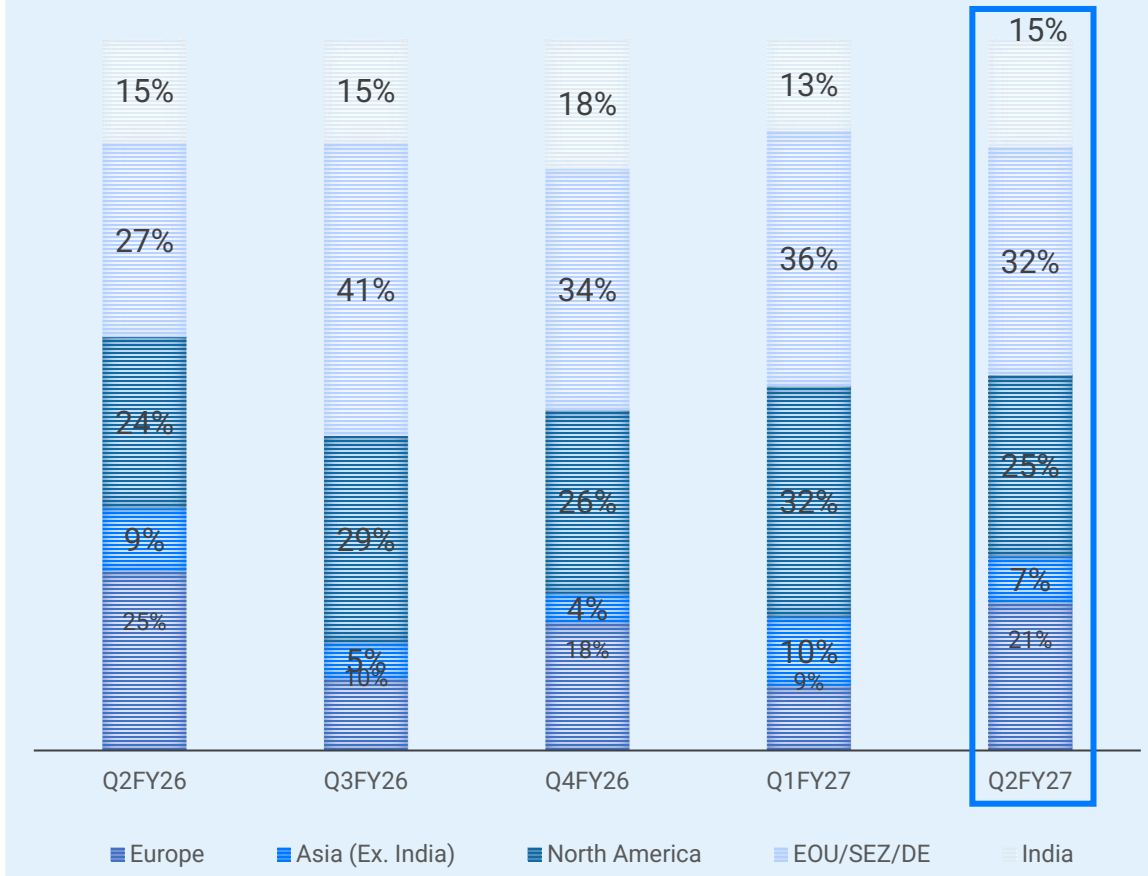
₹60 crore
PAT
▲ 36%

₹6.49
EPS
▲ 27%

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

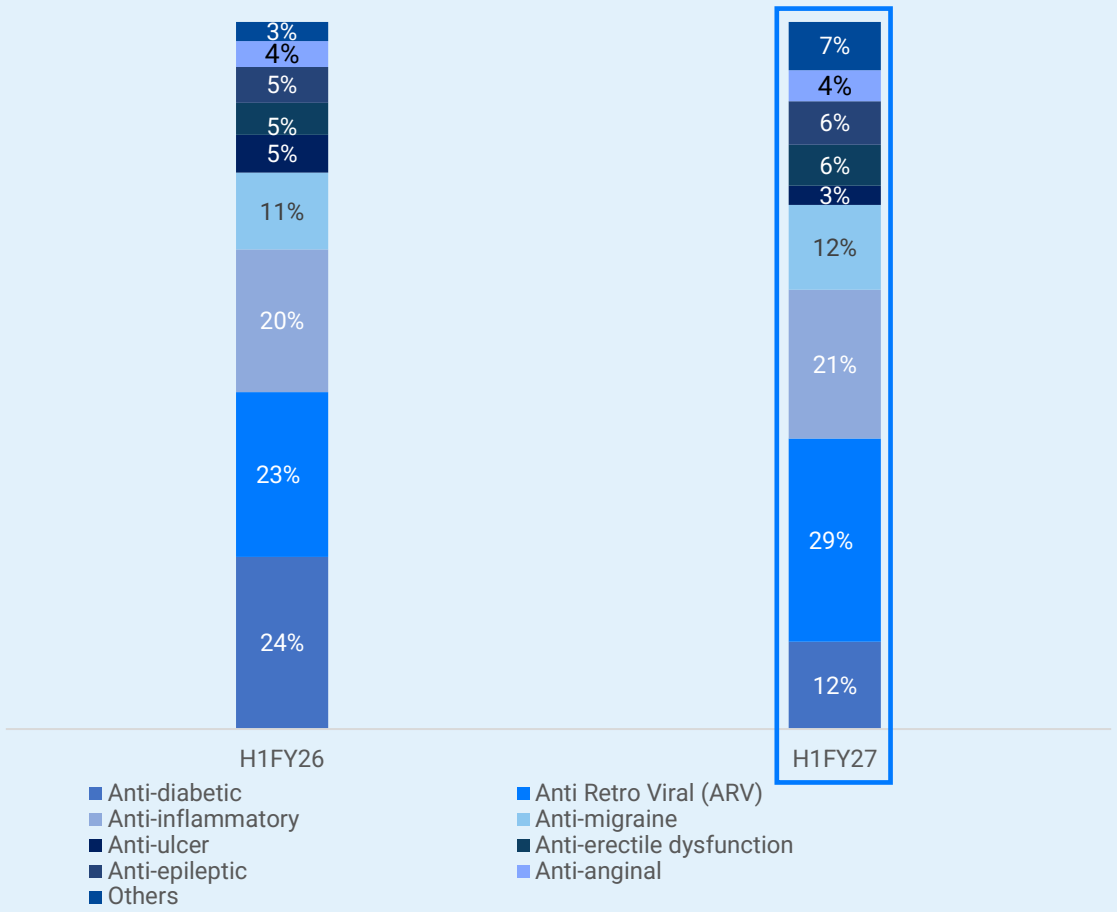
Key operating metrics Q2FY27



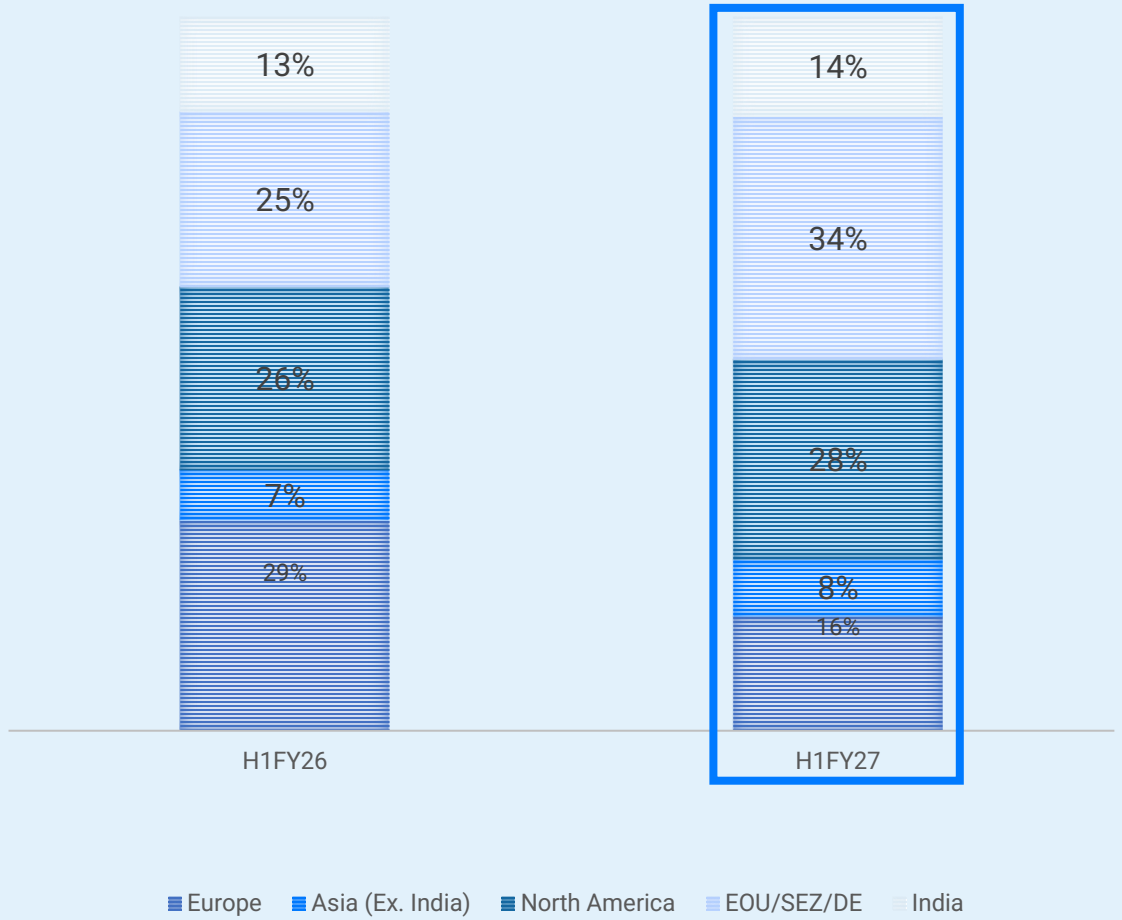


Key operating metrics H1FY27

REVENUE BY THERAPEUTIC AREA (%)



REVENUE BY GEOGRAPHY (%)



02

COMPANY OVERVIEW



SMS Pharma at a glance

Established in

1989

37 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

130+

DMFs filed till date

200+

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 regulated 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 EDQM 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	FY26 revenue share
Anti-inflammatory	20%
Anti Retro Viral (ARV)	28%
Anti-diabetic	15%
Anti-migraine	11%
Anti-ulcer	5%
Anti-erectile dysfunction	6%
Anti-epileptic	6%
Anti-anginal	5%
Others	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



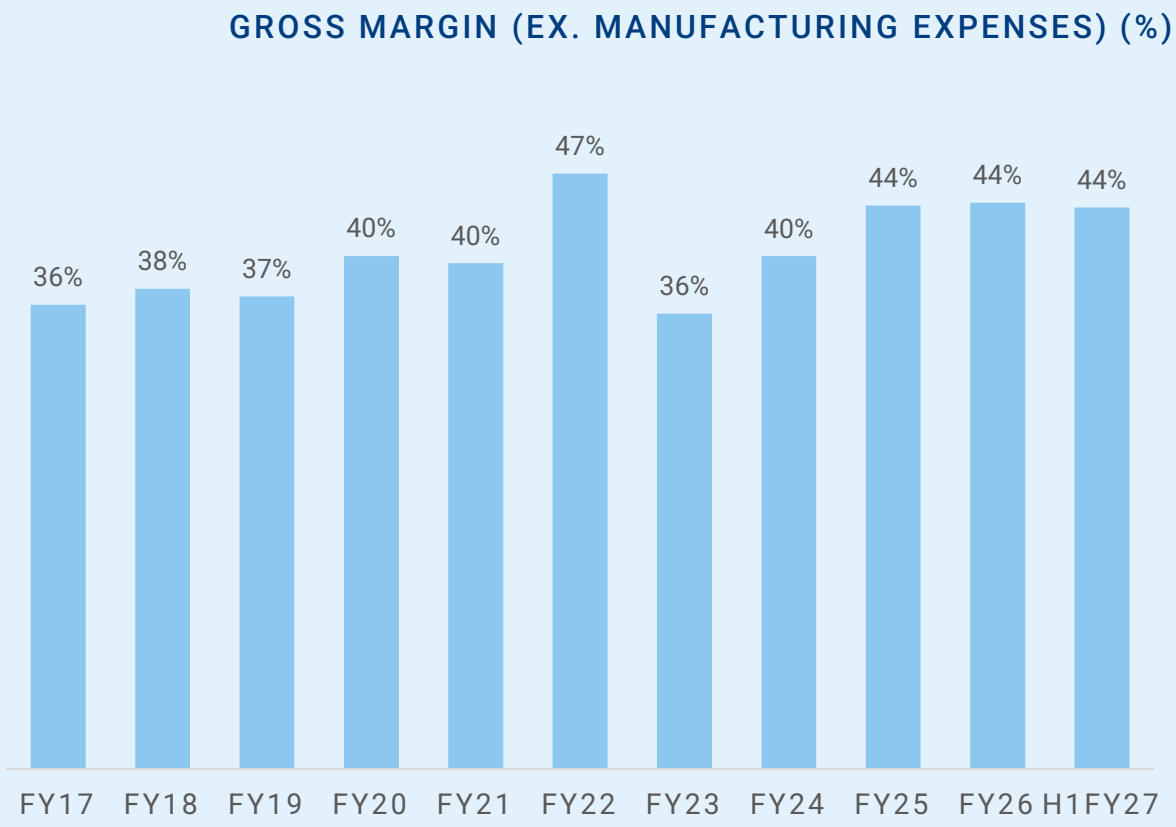
Manufacturing capacity: 3,000 KL for niche large-volume molecules

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

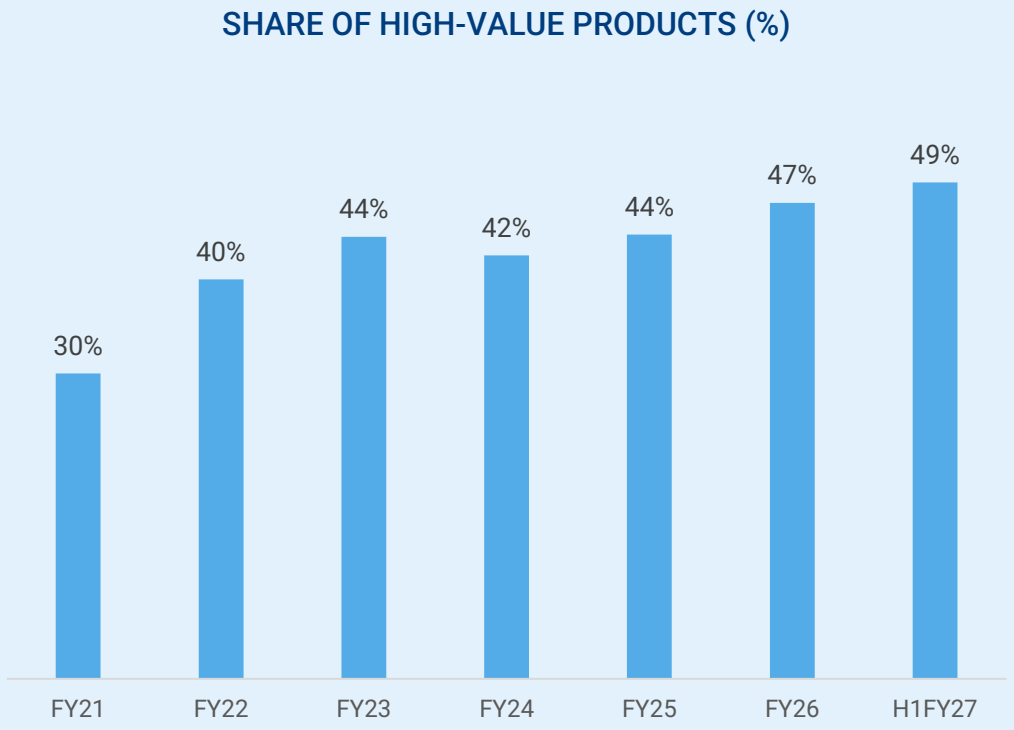


Enabled by

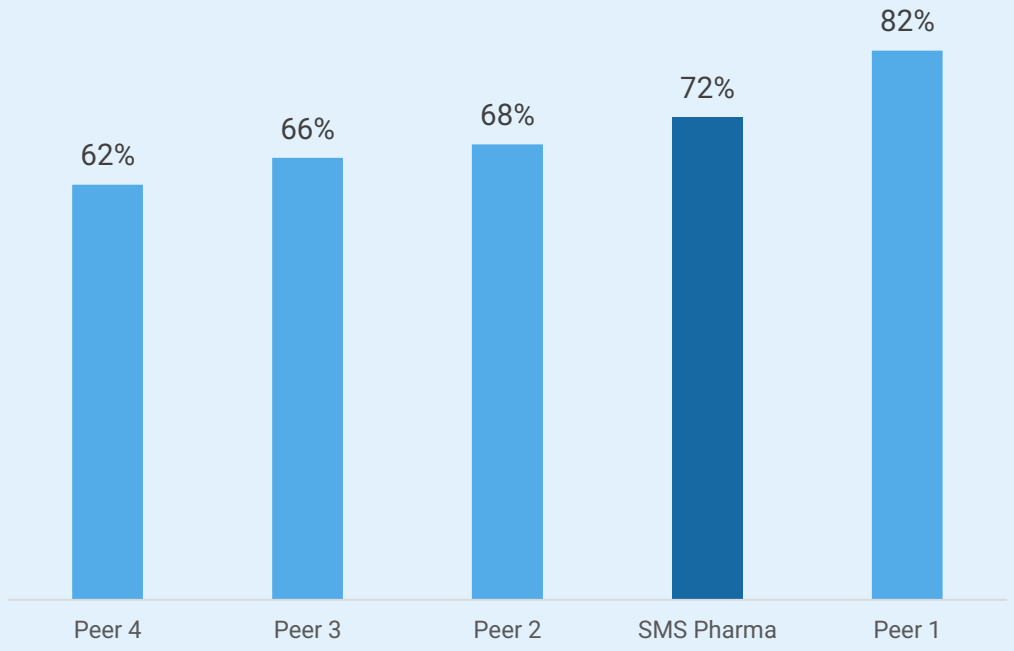
- High-value product mix supports better realisation per MT
- Scalable manufacturing enables operating leverage and market leadership
- Strong foothold in regulated markets ensures pricing power and durability
- Strategic R&D focus drives process optimisation and margin protection

High-value portfolio ensures high quality of cash flows

Stable and majority share of high-value product portfolio



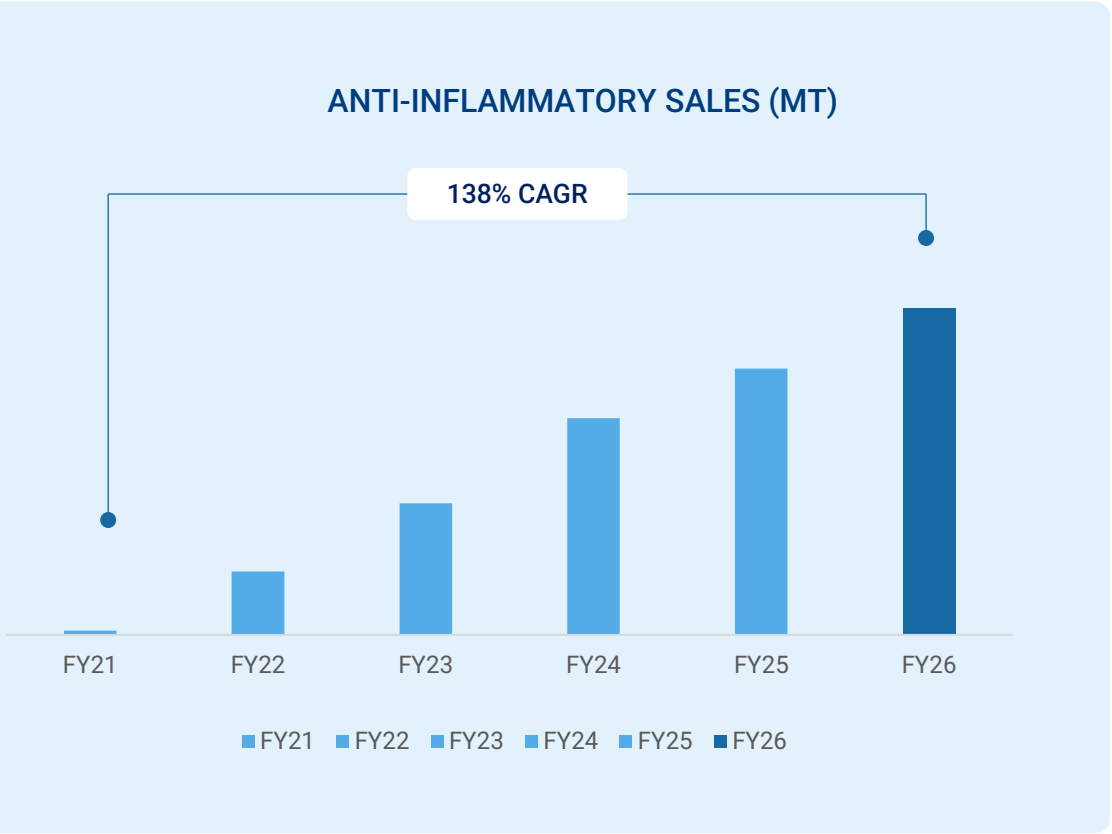
OCF conversion on par with leading API companies (10 Year avg)



* 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

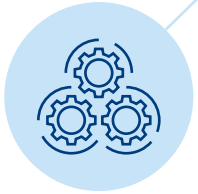
Stable gross margins despite price erosion



New product development

Added 20 new products since FY22

Filed 12 regulatory submissions in FY26



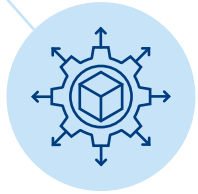
Process optimisation

35+ process patents



Strong partnerships

JV with Spanish pharma giant Chemo Iberica S.A.



Focus on commercialisation

200+ scientists

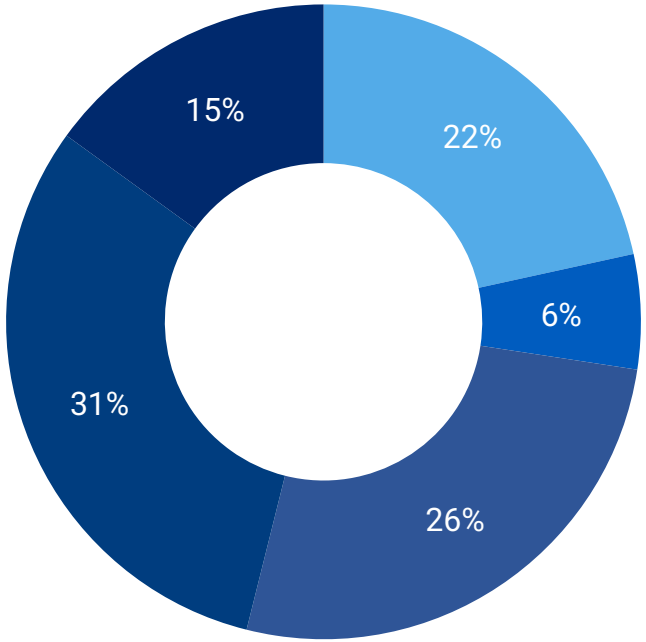


Large technical team

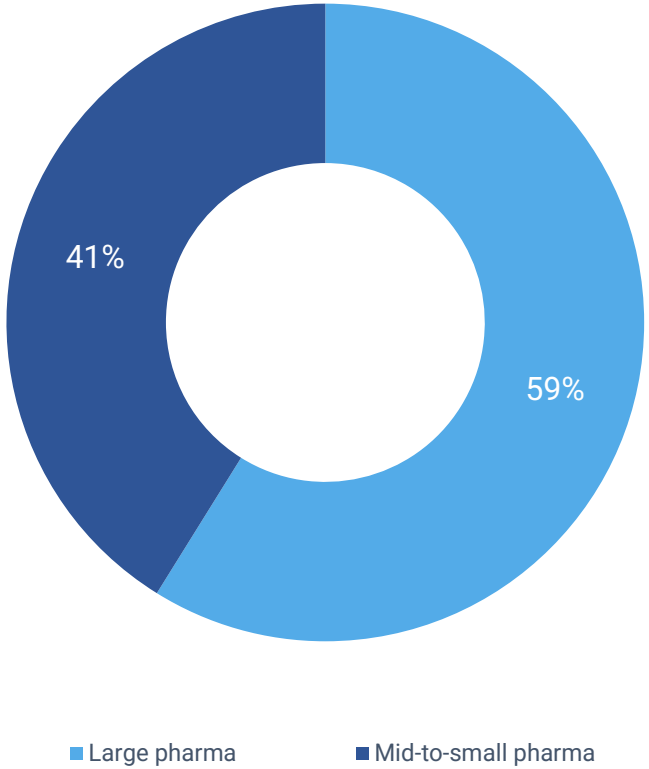
130+ DMFs filed till date

Established, well-balanced and diversified customer portfolio

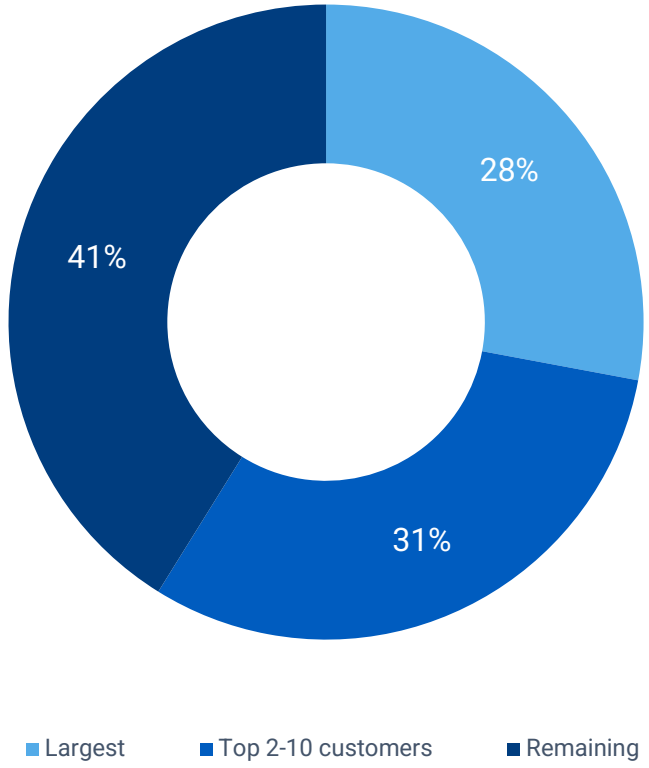
REVENUE BY LOCATION, FY26



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



* Includes Capital work-in-progress

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



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

10

DMF, CEP and dossier filings targeted in FY27

Increase

R&D investment to increase over next 15 months



PRODUCT PIPELINE

Lab Scale Development & Commercial Validation Completed

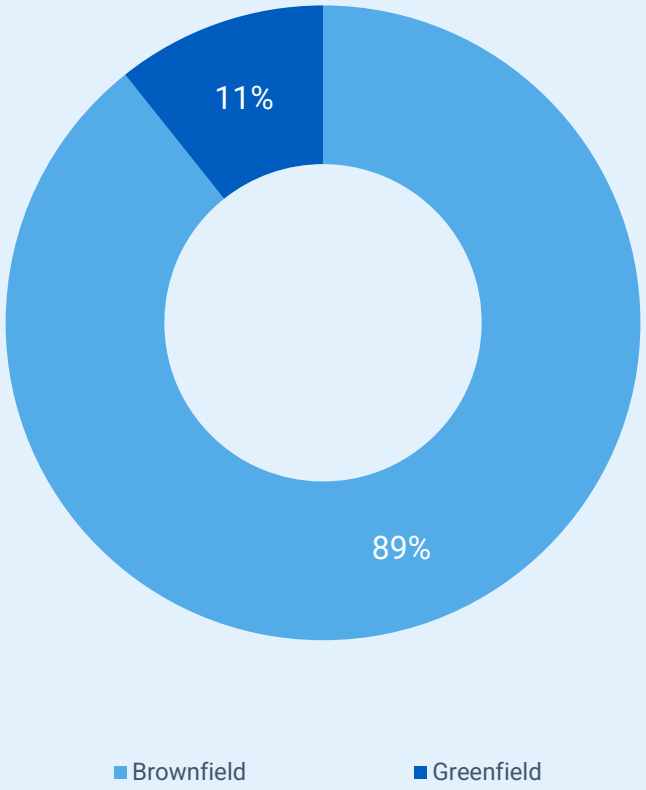
- Anti-inflammatory
- Anti-diabetic
- Anti-depressant

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)	Q2FY27	Q2FY26	YoY Growth (%)	Q1FY27	QoQ Growth (%)	H1FY27	H1FY26	YoY Growth (%)
Revenue from Operations	316.08	242.43	30%	206.96	53%	523.05	438.48	19%
COGS	205.24	163.92	25%	132.03	55%	337.28	293.24	15%
Gross Profit	**110.84**	**78.51**	**41%**	**74.93**	**48%**	**185.77**	**145.23**	**28%**
Gross Margin (%)	**35%**	**32%**	**268bps**	**36%**	**-114bps**	**36%**	**33%**	**239bps**
EBITDA	**67.65**	**48.36**	**40%**	**40.95**	**65%**	**108.60**	**87.73**	**24%**
EBITDA Margin (%)	**21%**	**20%**	**145bps**	**20%**	**162bps**	**21%**	**20%**	**75bps**
Other Income	1.34	1.43	-6%	1.74	-23%	3.08	2.03	52%
Finance Costs	5.74	5.74	0%	5.50	4%	11.24	11.58	-3%
Depreciation	10.44	10.02	4%	9.99	5%	20.43	19.77	3%
PBT	**52.82**	**34.04**	**55%**	**27.20**	**94%**	**80.01**	**58.41**	**37%**
Taxes	13.25	8.91	49%	7.00	89%	20.25	14.57	39%
Reported PAT	**39.57**	**25.13**	**57%**	**20.20**	**96%**	**59.76**	**43.84**	**36%**
Add: Share of Associate Profit/Loss	0.28	0.18	56%	0.71	-61%	0.99	1.96	-49%
PAT after share of associate profit/loss	**39.85**	**25.31**	**57%**	**20.91**	**91%**	**60.75**	**45.80**	**33%**
PAT Margin after share of associate profit/loss (%)	**13%**	**10%**	**217bps**	**10%**	**250bps**	**12%**	**10%**	**117bps**
Earnings Per Share (EPS)	4.26	2.84	50%	2.23	91%	6.49	5.13	27%

Consolidated balance sheet

Particulars (₹ Cr)	H1FY27	FY26	FY25	FY24
ASSETS				
Non-Current Assets				
Property, Plant and Equipment	579.47	531.22	530.85	434.19
Capital Work-in-Progress	138.26	121.64	34.67	30.27
Right-of-use Assets	-	-	-	0.41
Intangible Assets	3.03	2.80	2.13	2.66
Financial Assets:				
Investments	27.59	26.28	11.68	10.94
Bank Balances	4.01	3.96	2.95	2.69
Other Financial Assets	7.17	7.24	6.95	5.17
Other Non-Current Assets	15.39	31.29	8.98	13.87
Sub-total	**774.92**	**724.43**	**598.21**	**500.20**
Current Assets				
Inventories	377.74	351.20	284.73	233.70
Financial Assets				
Trade Receivables	243.29	215.87	203.23	236.23
Cash and Cash Equivalents	36.11	45.88	41.40	36.04
Bank Balances	0.20	0.19	0.19	0.16
Other Financial Assets	2.42	3.45	9.89	3.28
Other Current Assets	25.97	21.42	14.64	22.75
Current Tax Asset (Net)	-	-	0.39	1.73
Sub-total	**685.73**	**638.01**	**554.47**	**533.89**
Total	**1,460.65**	**1,362.44**	**1,152.68**	**1,034.09**

Particulars (₹ Cr)	H1FY27	FY26	FY25	FY24
EQUITY AND LIABILITIES				
Equity				
Equity Share Capital	9.37	9.37	8.87	8.47
Other Equity	833.33	776.44	630.77	527.86
Sub-total	**842.70**	**785.81**	**639.64**	**536.33**
Non-Current liabilities				
Financial Liabilities				
Borrowings	153.15	171.64	139.36	122.09
Lease Liabilities	-	-	-	-
Provisions	1.57	1.19	1.21	1.16
Deferred Tax Liabilities (net)	52.05	50.82	48.10	42.80
Sub-total	**206.77**	**223.65**	**188.67**	**166.05**
Current liabilities				
Financial Liabilities				
Borrowings	196.33	193.40	171.39	158.09
Lease Liabilities			-	0.59
Trade Payables:				
Dues to Micro & Small Enterprises	0.25	0.25	0.10	0.96
Dues to Creditors Other than MSMEs	170.21	120.19	113.82	150.36
Other Financial Liabilities	38.90	31.77	33.37	15.85
Provisions	1.40	0.92	1.11	1.03
Other Current Liabilities	4.09	6.45	4.58	4.83
Sub-total	**411.18**	**352.98**	**324.37**	**331.72**
Total	**1,460.65**	**1,362.44**	**1,152.68**	**1,034.09**

Consolidated cash flow statement (Abridged)

Particulars (₹ Cr)	H1FY27	FY26	FY25	FY24
Cash flow from operating activities				
Profit before tax	**80.01**	**116.64**	**92.34**	**66.11**
Cash generated from operations	123.54	83.32	101.54	65.52
Cash flow from operating activities	**105.76**	**59.22**	**81.71**	**50.12**
Cash flow from investing activities				
Capex	-85.88	-130.56	-123.38	-52.16
Cash flow from investing activities	**-85.44**	**-130.78**	**-123.43**	**-52.07**
Cash flow from financing activities				
Net Proceeds from Share Warrants	-	47.62	38.09	28.48
Proceeds from Long Term Borrowings	-	62.32	63.72	45.09
Repayment of Long Term Borrowings	-26.00	-34.35	-44.10	-37.76
Net Proceeds from Short Term Borrowings	10.31	26.11	10.80	20.21
Dividend paid	-3.75	-3.55	-3.39	-2.54
Cash flow from financing activities	**-30.08**	**76.03**	**47.08**	**30.68**
Net increase/decrease	-9.77	4.48	5.36	28.73
Opening balance	45.88	41.40	36.04	7.31
Closing balance	**36.11**	**45.88**	**41.40**	**36.04**

THANK YOU

For further information contact:

Mr. Thirumalesh Tumma
SMS Pharmaceuticals Limited
E: complianceofficer@smspharma.com

Mr. Aditya Dutta
Eqsponent
E: smspharma.ir@eqsponent.com