GRANULES

Date: August 12, 2025

To,
National Stock Exchange of India Limited
BSE Limited
Symbol: NSE: GRANULES: BSE: 532482

Dear Sir,

Sub: Presentation to the Analysts/Investors

We refer to the unaudited financial results for the first quarter of the FY 2025-2026, submitted to you today i.e., on August 12, 2025. We are now enclosing the presentation in this regard to the Analysts/Investors.

This is pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly take the above information on record.

For GRANULES INDIA LIMITED

CHAITANYA TUMMALA
Digitally signed by CHAITANYA TUMMALA
Date: 2025.08.12 13:08:30 +05'30'

Granules India Limited Hyderabd

CHAITANYA TUMMALA
(COMPANY SECRETARY & COMPLIANCE OFFICER)

REGISTERED OFFICE

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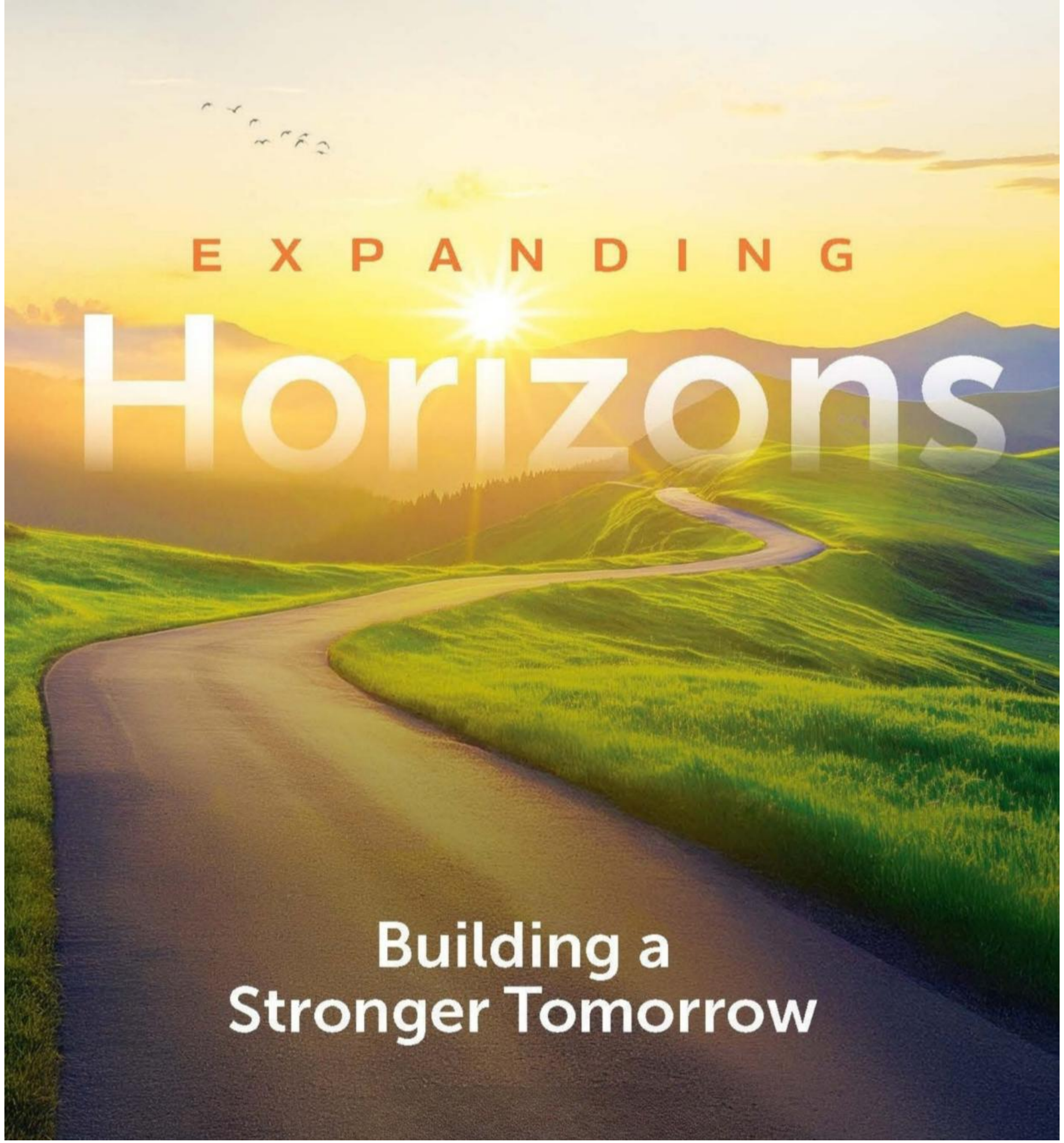
www.granulesindia.com



Granules India Limited

Earnings Presentation
Q1FY26

12th August 2025

Safe Harbour Statement

The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein.

This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India, ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceuticals industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

Q1FY26: Table of Contents

Quarterly Performance
Q1 FY 26

Q1FY26: Executive Summary

Financial Overview

- **Sales**: YoY Growth in North America and sequential in Europe. Lower sales in ROW primarily because of PFI supply backlog from Gagillapur.
- **Senn Chemicals AG** : Revenue of ₹291 Mn.
- **EBITDA**: EBITDA% is Impacted by higher manpower costs with consolidation of Senn Chemicals AG.
- **PAT**: Lower on account of exceptional items mainly expenses related to ongoing litigation settlements.

Ratio's, Cashflow And CAPEX

- **ROCE:** Capital employed increased with the acquisition of Senn Chemicals AG.
- **Cash from operations :** Healthy cash flow from operations of ₹2,806 Mn.
- **CAPEX:** Spent of ₹1,137 Mn.

R&D

- **R&D expenses** stood at ₹678 Mn (5.6% of sales) in Q1 FY26 as compared to ₹665 Mn (5.5%) in Q4 FY25.
- **New R&D facility** being added for peptide development in IIT, Hyderabad.
- **Regulatory milestones:** 91 US FDA approvals till date, 1 ANDA and 2 USDMFs filed in Q1 FY26.

Key Updates

- **Regulatory Audit update:** Successfully cleared USFDA audits of Bonthapally, GPI and GLS with one minor observation each.
- **ESG Update :** Received Gold rating from EcoVadis, CDP Climate score improved from C to B, now a member of PSCI.
- We are **Great Place to Work** Certified

Q1 FY26 Includes Financials of Senn Chemicals AG

Q1FY26: Financial Overview

(In ₹ Mn)

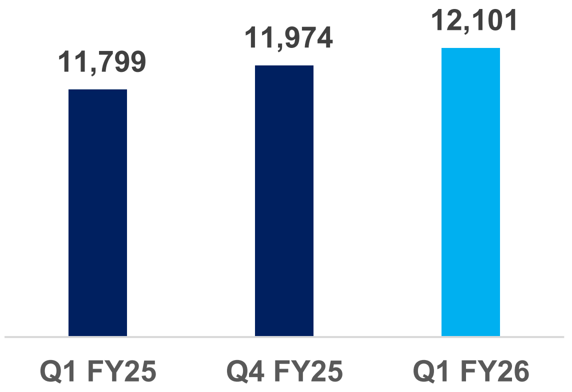
Particular	Q1 FY26	Q4 FY25	Q-o-Q	Q1 FY25	Y-o-Y
Revenue	12,101	11,974	*1%*	11,799	*3%*
Gross Margin	7,850	7,591	*3%*	6,954	*13%*
% of Gross Margin	***64.9%***	***63.4%***	***148 bps***	***58.9%***	***593 bps***
Manpower Cost	2,028	1,691	*20%*	1,636	*24%*
R&D	678	665	*2%*	620	*9%*
Other Expenses	2,678	2,711	*-1%*	2,105	*27%*
EBITDA (before exceptional items)	2,467	2,524	*-2%*	2,593	*-5%*
% of EBITDA	***20.4%***	***21.1%***	***-69 bps***	***22.0%***	***-159 bps***
PBT (before exceptional items)	1,704	1,668	*2%*	1,814	*-6%*
PAT	1,126	1,520	*-26%*	1,346	*-16%*
% of PAT	***9.3%***	***12.7%***	***-339 bps***	***11.4%***	***-210 bps***

Q1 FY26 Includes Financials of Senn Chemicals AG

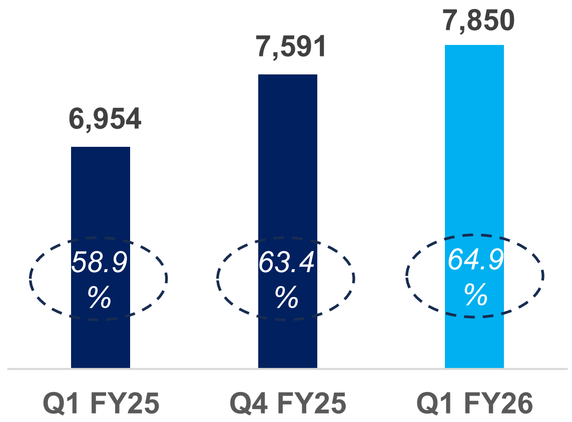
Q1FY26: Key Financials

(In ₹ Mn)

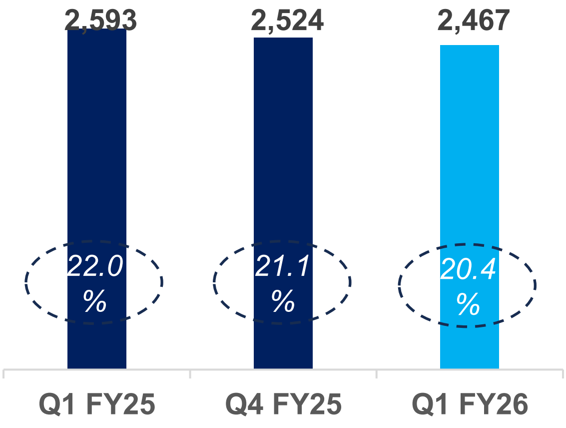
Revenue



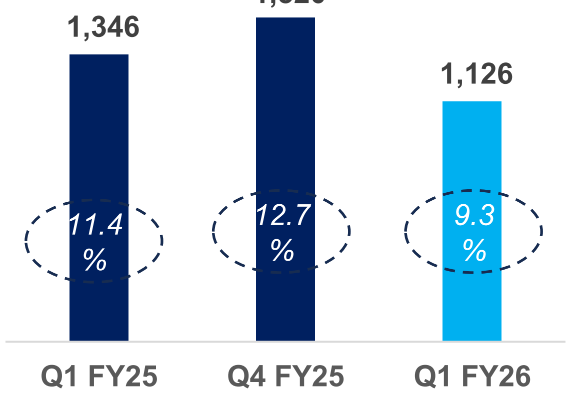
Gross Margin



EBITDA



PAT



Revenue

North America Growth of YoY and Europe Growth of QoQ. Lower sales in ROW primarily because of PFI supply backlog from Gagillapur to LATAM Market

Revenue of ₹291 Mn from Senn Chemicals AG

Gross Margin

Improved primarily with consolidation of Senn Chemicals AG

EBITDA

Impacted by higher manpower costs with consolidation of Senn Chemicals AG

PAT

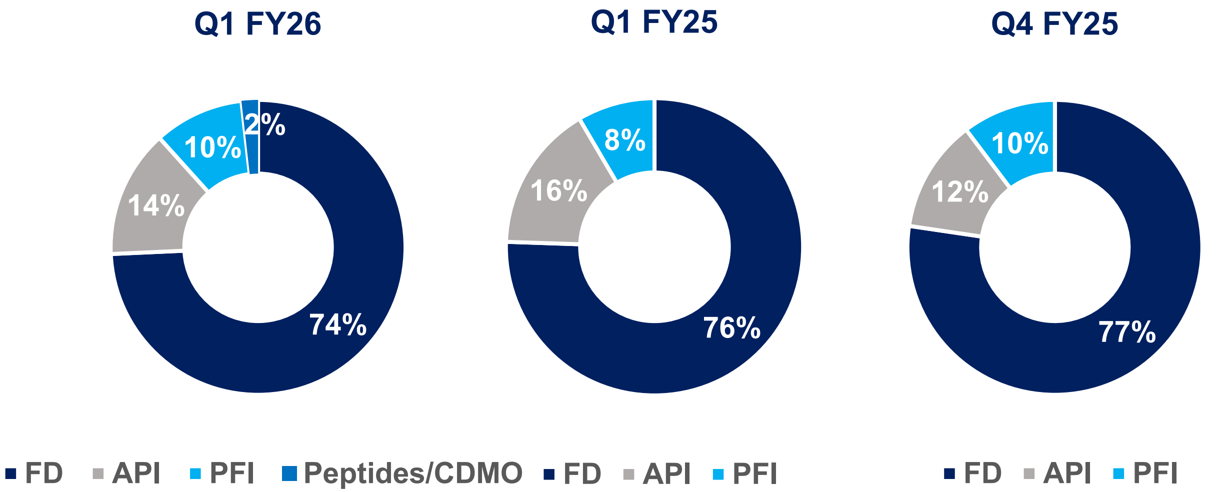
Largely on account of exceptional expenses related to the ongoing litigation settlement. In comparison, Q4FY25 had ₹308 Mn of exceptional income from a business interruption Cyber insurance claim.

Q1 FY26 Includes Financials of Senn Chemicals AG

Q1FY26 : Revenue spilt by Segments and Market

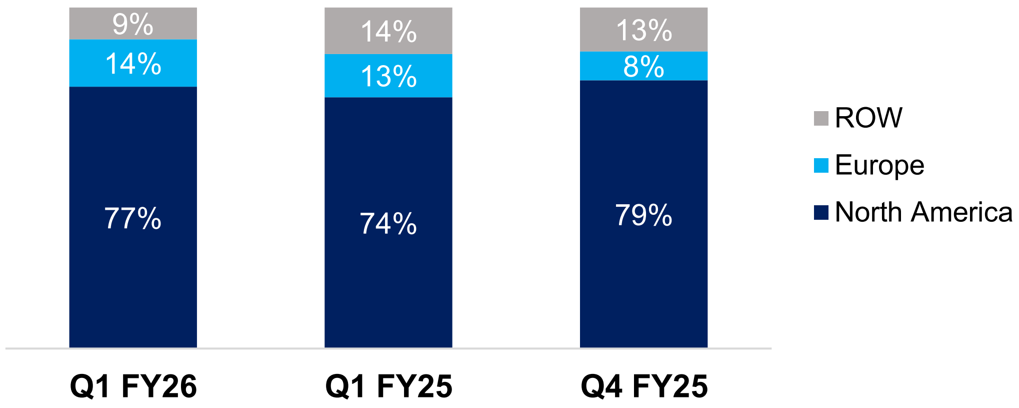
(In ₹ Mn)

Division wise share



	Q1 FY26	Q1 FY25	Y-o-Y Gr%	Q4 FY25	Q-o-Q Gr%
FD	8,989	8,912	1%	9,259	(3%)
API	1,627	1,890	(14%)	1,483	10%
PFI	1,194	997	20%	1,232	(3%)
Peptides / CDMO	291				

Region wise share

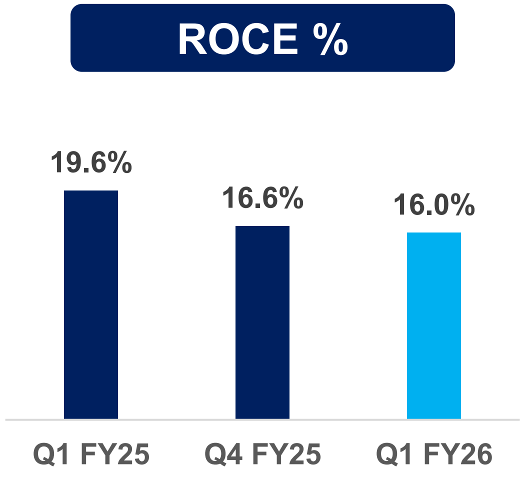


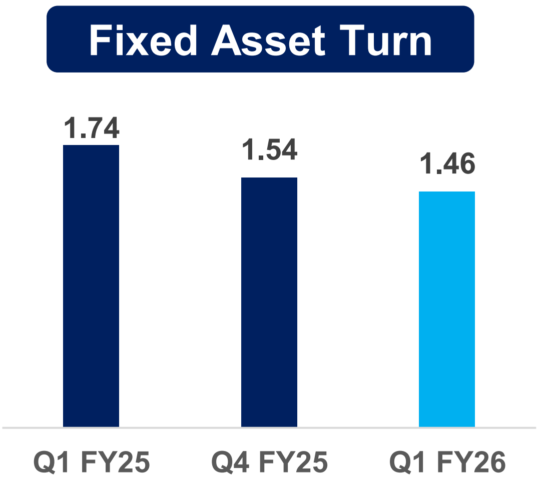
	Q1 FY26	Q1 FY25	Y-o-Y Gr%	Q4 FY25	Q-o-Q Gr%
North America	9,297	8,700	7%	9,421	(1%)
Europe	1,673	1,493	12%	1,011	66%
ROW	1,131	1,606	(30%)	1,543	27%

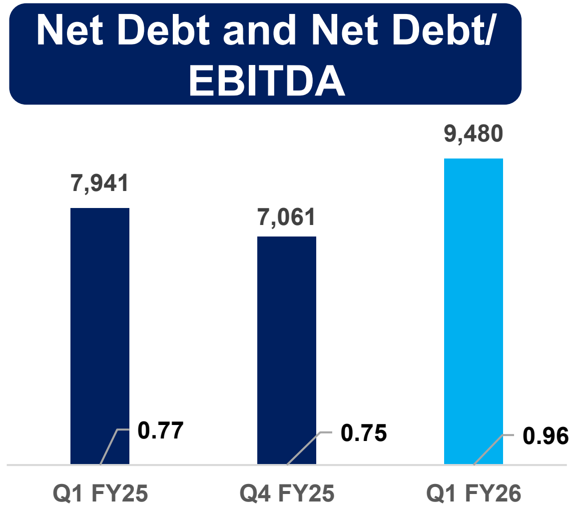
Q1 FY26 Includes Financials of Senn Chemicals AG

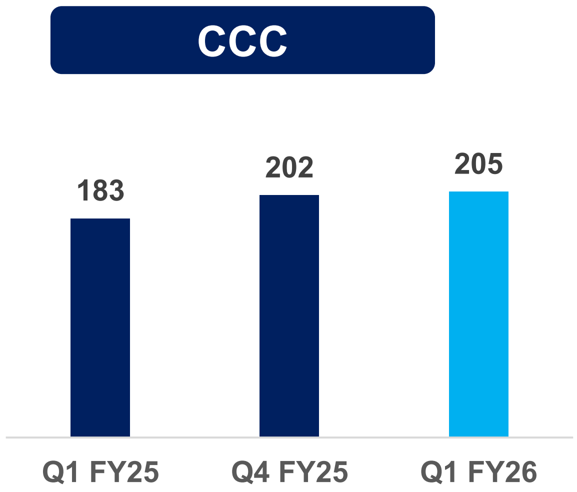
Q1FY26: Cashflow and Ratios

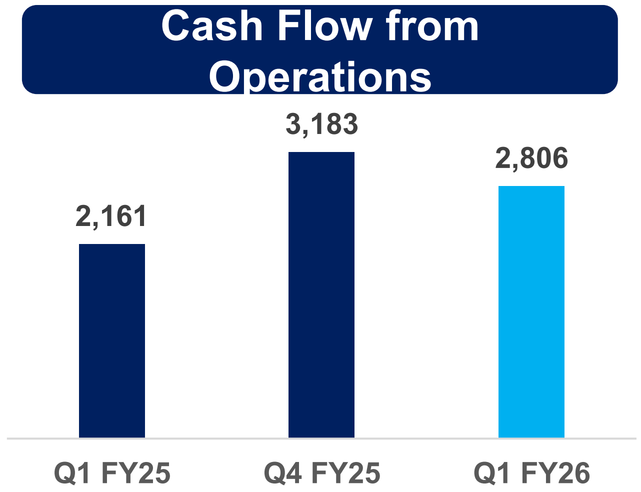
(In ₹ Mn)

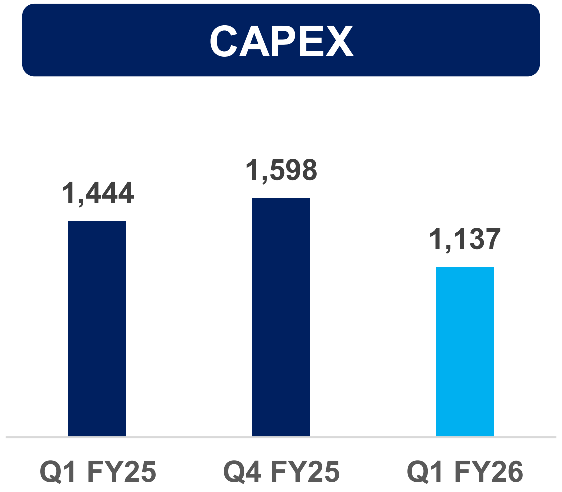












Q1 FY26 Includes Financials of Senn Chemicals AG

Historical Performance

Sales and Profitability: Last 6 quarters historical performance

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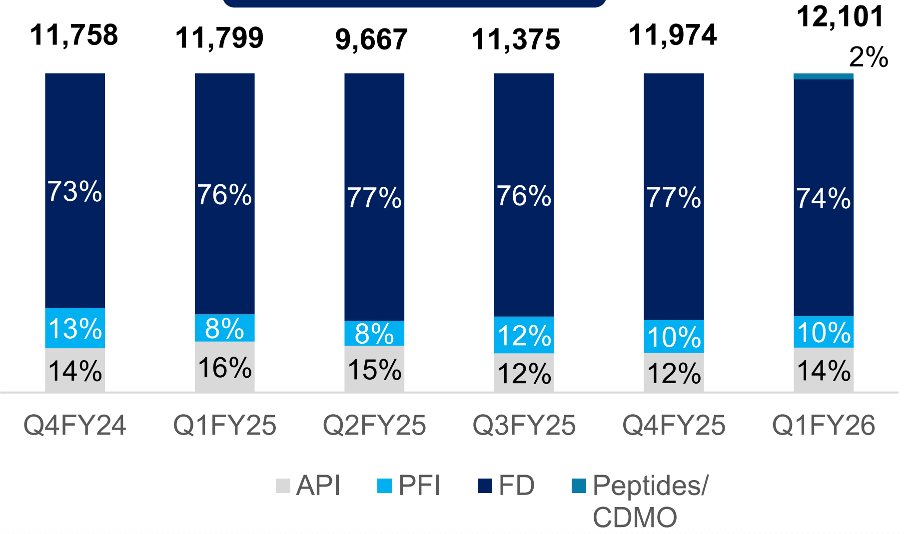
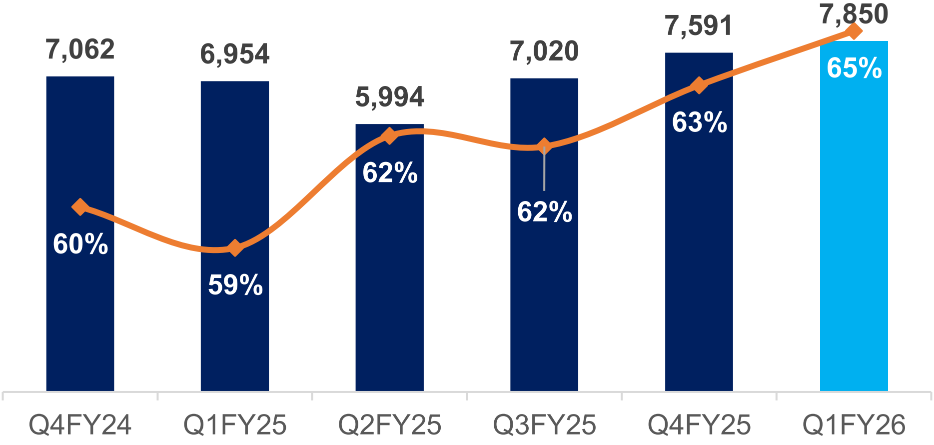
(In ₹ Mn)

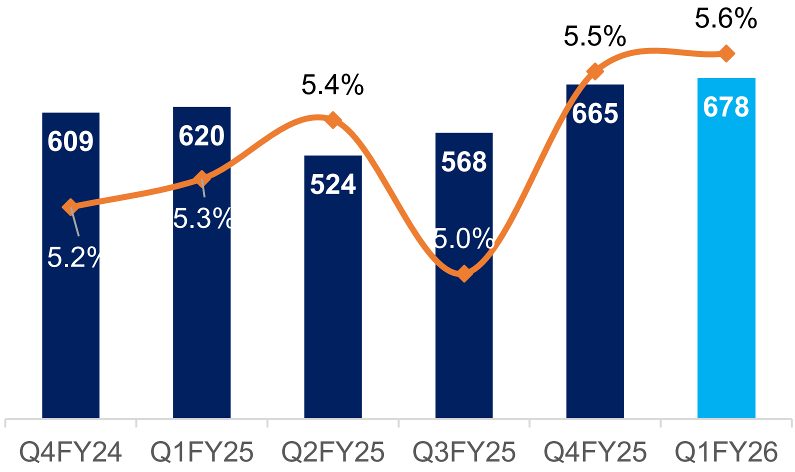
Revenue



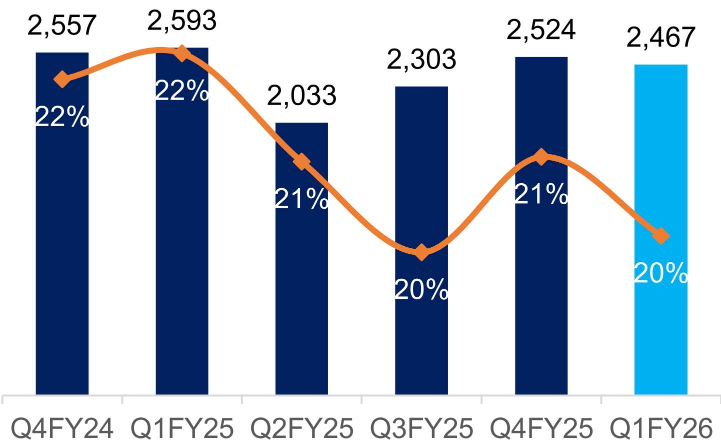
Gross Margin and %



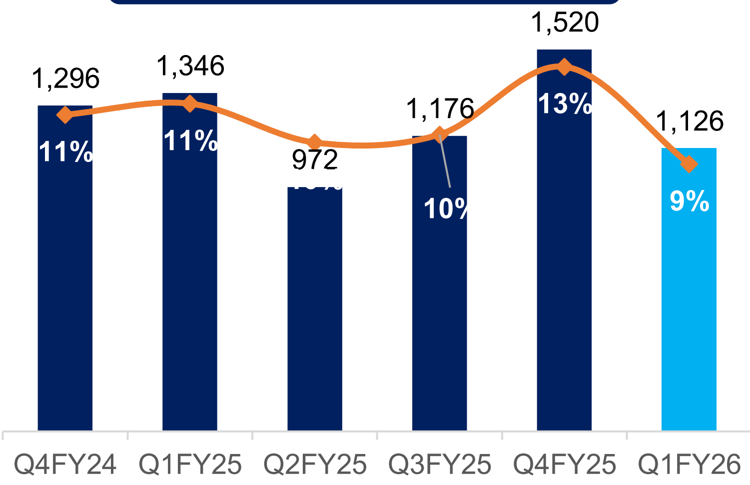
R&D and % to sales



EBITDA and EBITDA %



PAT and PAT %

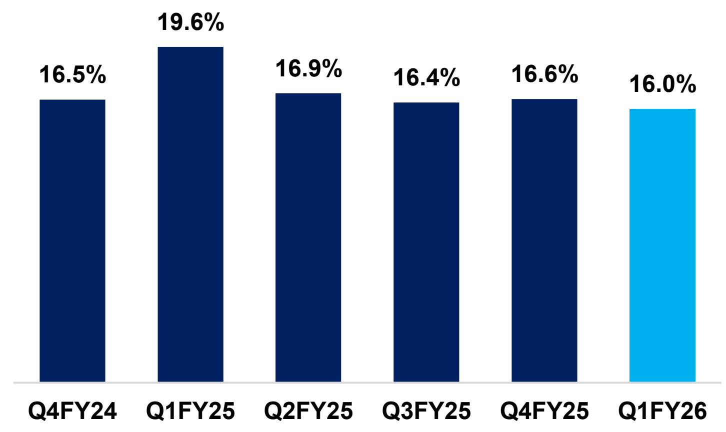


Q1 FY26 Includes Financials of Senn Chemicals AG

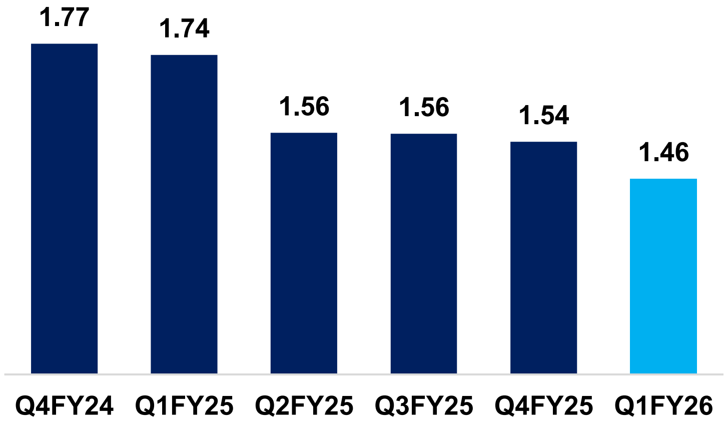
Cashflow and Ratios: Last 6 quarters historical performance

(In ₹ Mn)

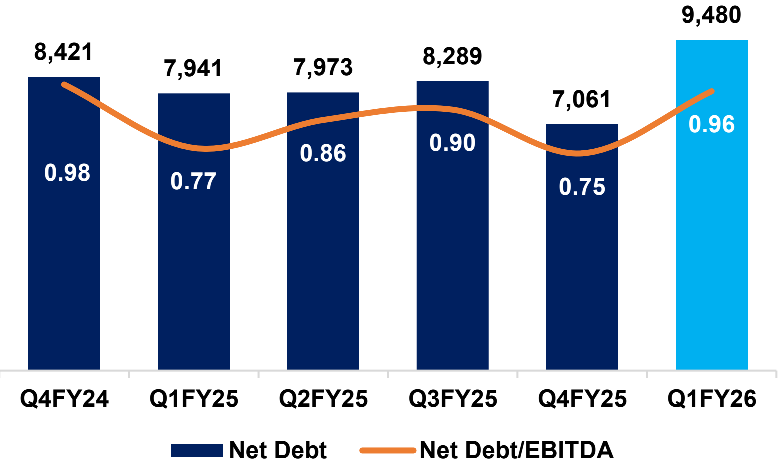
ROCE%



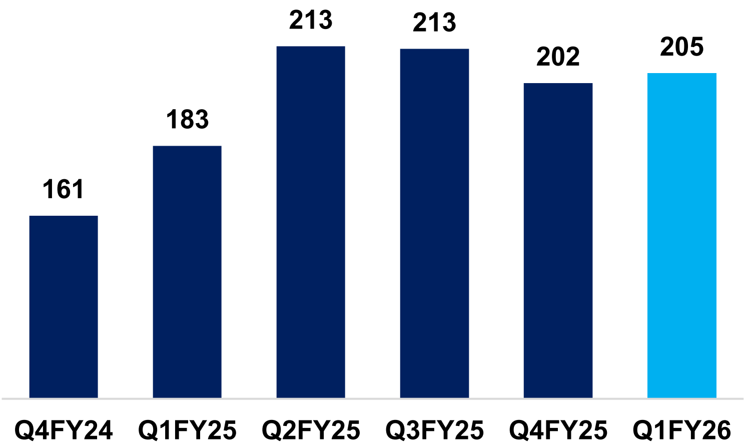
Asset turns



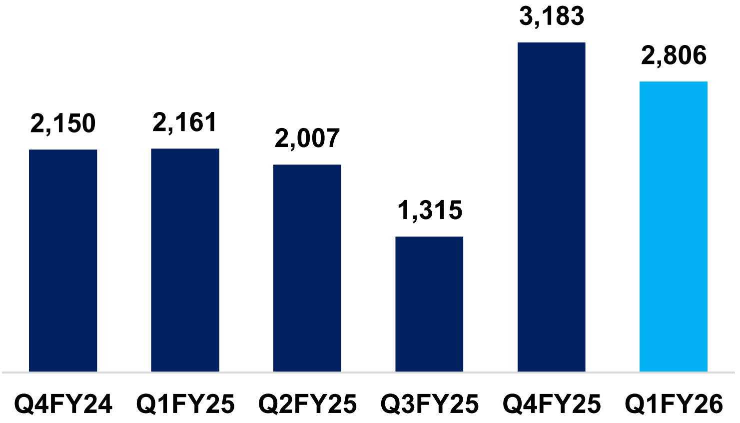
Net debt and Net debt/EBITDA



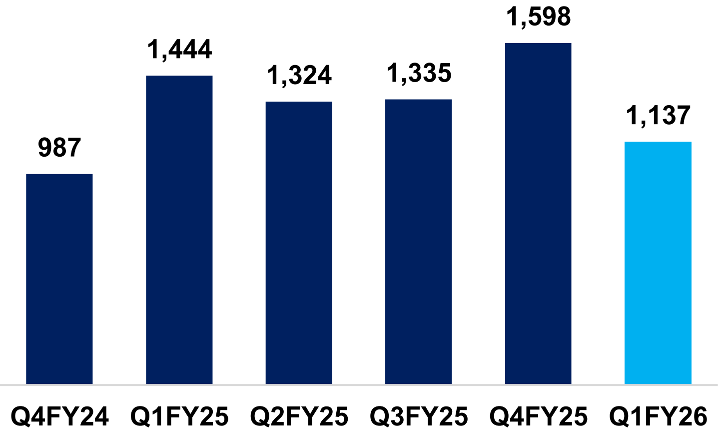
CCC days



Operating Cashflow



Capex



Q1 FY26 Includes Financials of Senn Chemicals AG

R&D Capability

R&D Product pipeline and capability building

(In ₹ Mn)

- ✓ Total of ~412 scientist across API, FD R&D and Peptides
- ✓ Received 91 approvals till Q1FY26
- ✓ Robust integrated pipeline in the areas of focus

- ✓ R&D Spent of Rs.678 Mn (*5.6% of Sales*) to support long term strategic growth
- ✓ Filed 1 ANDA and 2 US DMF in Q1FY26

Filing Status		Approved	Tentatively Approved	Filed	Total Products
GPI IP	USA	31	0	3	**34**
GIL IP	USA	36	1	14	**51**
	Europe	8	0	10	**18**
	Canada	7	0	0	**7**
	ROW	7	0	8	**15**
	UK	2	0	0	**2**
Total		**91**	**1**	**35**	**127**

Integrated Product Development

Genome Valley – MN Park

R&D facility for Integrated Product Development

- Fast tracking product development through seamless coordination & shared analytical resource

Peptides CDMO

Senn Chemical AG

R&D facility for Peptides

Controlled Substances

Pragathi Nagar R&D

- CoE for CII API Development
- Select KSMs

GPI R&D

- CII Finished Dosage
- Complex technologies FD

New Technologies

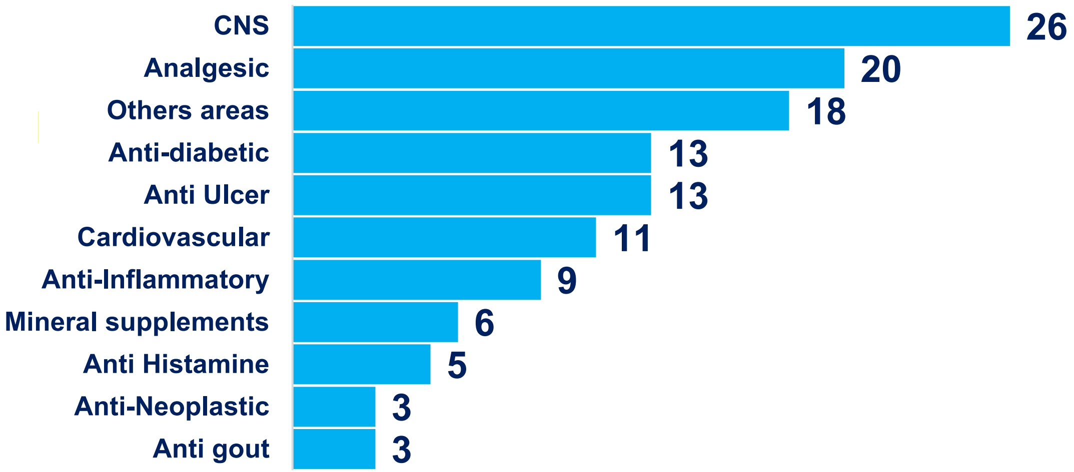
Bio Lab at Pragathi Nagar

- Enzyme & Fermentation

Pune R&D

- New technologies
- KSM & Backward Integration

ANDA/Dossier filed - Therapeutic area



Granules at a glance

Granules Purpose, Vision & Values

Purpose

Healing lives responsibly through pioneering green science

Vision

To establish ourselves as a world leader in green chemical and pharmaceutical industry by harnessing cutting-edge technologies to enhance quality of life.

Values

1. Challenging Limits
2. Futuristic Thinking
3. Empowering Employees
4. Customer Driven
5. Quality Everywhere
6. Environmental Stewardship

An Illustrious Journey Spanning Four Decades

Building A World Class, Vertically Integrated Pharmaceutical Manufacturing Platform

From being a paracetamol API manufacturing facility to a multi-faceted global pharmaceutical company, we have consistently achieved manufacturing success, set new standards of quality and expanded our presence across the world.

1984

Triton Laboratories was formed to produce Paracetamol API at our Bonthapally facility in Hyderabad

1990

Granules opened its second manufacturing facility at Jeedimetla to produce multiple APIs

2003

A new large volume PFI facility in Gagillapur and a wholly owned subsidiary - Granules USA for marketing in the US

2008

Entry into the Finished Dosage segment

2013

Acquired Auctus Pharma - An API Manufacturing Facility with regulatory approvals

2014

Sets up a wholly owned subsidiary in the US; Granules Pharmaceutical to focus on formulation R&D to forward integrate its APIs

2016

Laid foundation for Oncology OSD Plant in Visakhapatnam

2021

Largest single manufacturing site for Multi-Unit Pellet system facility

2023

GPAK is a 79,000 sq. ft. packaging facility with 4 packaging suites & WH facility

2024

Granules Life sciences (GLS) a Formulation facility

2025

CDMO specializing in Peptide development and manufacturing

Manufacturing Network & Capacity

Bonthapally

API: 34,560 TPA

Jeedimetla

API: 4,800 TPA
PFI: 1,440 TPA

Bonthapally II

API (Intermediate): 61.5 KL PA

Vizag (Unit 4)

API: 380 KL PA

Vizag (Unit 5)

API: 15 KL PA
FD: 1.1 Bn

Gagillapur

FD: 26.8 Bn
PFI: 23,200 TPA

Virginia, USA

FD: 1.5 Bn

GPAK, USA

2 OTC lines
1 Rx line

Genome Valley

FD: 10Bn dosages

Senn Chemicals AG, Switzerland

Peptides CDMO

Portfolio Expansion: On Strength Of Focused R&D Investments & Leveraging Our Core Capabilities

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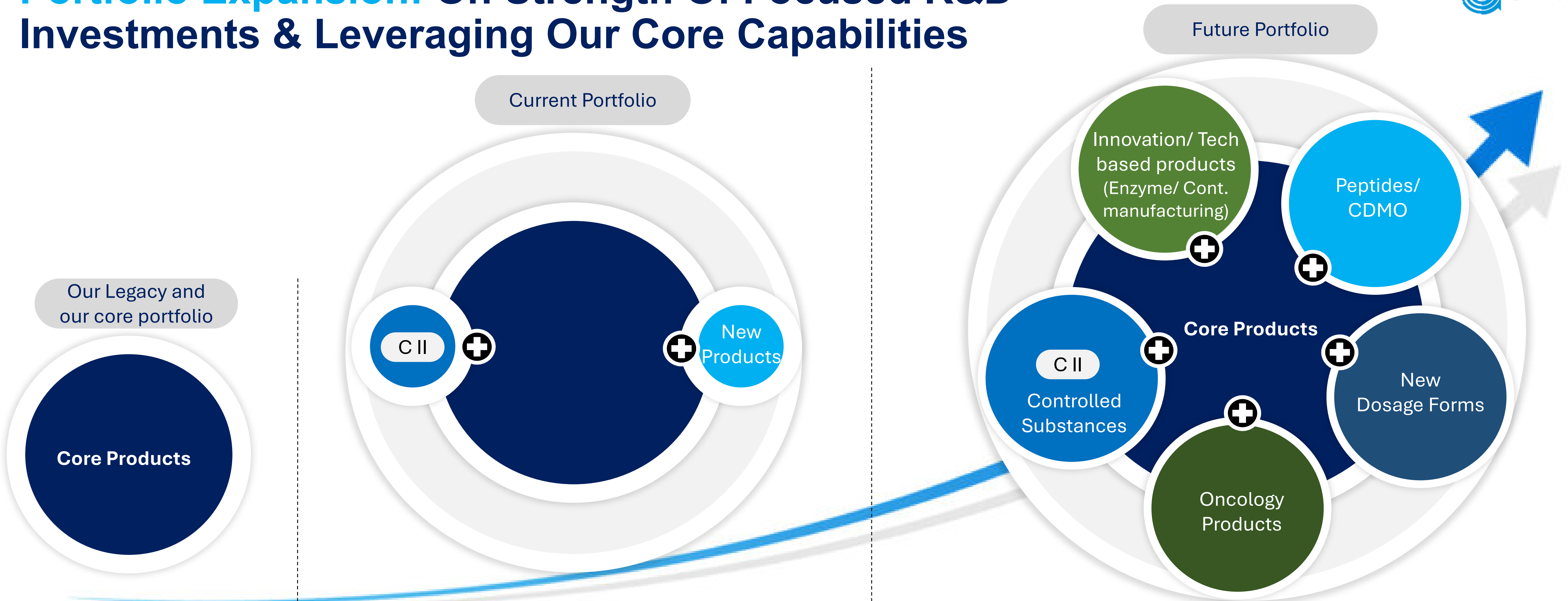

Core /Legacy Products
- Paracetamol
- Metformin
- Ibuprofen
- Guaifenesin
- Methocarbamol

Controlled Substances
- ADHD drug (e.g., Adderall IR & XR)
- Dexmethylphenidate & Methylphenidate
- Other CII products

New Products (large Volumes)
- Kcl- Tabs & Caps
- Metoprolol
- Gabapentin
- Levetiracetam
- Sertraline
- MUPS Products (PPI)

Onco Products

Small molecule Onco Product pipeline including Day 1/ Day 181 opportunities, such as JAK inhibitor

Innovation based products

Leveraging Enzyme and Cont. manufacturing platforms for Diabetes (gliptins/ gliflozins etc) and other categories

New Dosage Forms

Non-Oral Solids products such as Liquids and Nasal Sprays

Business Strategy: Building & Sustaining Key Product Leadership

Leadership for Our Legacy Products

- Paracetamol
- Metformin
- Ibuprofen

➕

Emerging Molecules

- Large Volume Products
- Controlled Substances
- MUPS Products

Key Operations and R&D Initiatives to Strengthen and Sustain Our Cost and Market Leadership

- Backward Integration
- Process Improvement
- Formulation Technologies
- Bio Catalysis + Cont. Mfg.
- Minimizing Carbon Footprint

Sustainability at Granules : Pioneering Innovation for Complete Supply Chain Decarbonization of Pharmaceuticals

40 GRANULES

SCIENCE BASED TARGETS
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

We've had our NET-ZERO TARGETS approved
#NetZeroStandard

Near-term, Long-term, and Net Zero targets (2050 or sooner), aligned to 1.5°C pathway, have been validated and approved by SBTi

Net Zero by 2050 The Granules Commitment

GRANULES CZRO
Building our flagship green pharmaceutical plant*
*(At Kakinada, AP, India)

WE SUPPORT
UN GLOBAL COMPACT

PSCI
PHARMACEUTICAL SUPPLY CHAIN INITIATIVE

GOLDEN PEACOCK AWARDS
Winner of Sustainability 2024

23 %
Scope1 and Scope2 Intensity*
*Over base year

32 %
Scope1 and Scope2 Absolute Reduction*
*Over base year

69 %
Share of Renewable Energy of Electricity #
Including PPA & I-RECS #

80 %
Haz. Waste generated sent for Co-processing

44 %
Of Wastewater generated is recycled

GOLD | Top 5%
ecovadis
Sustainability Rating
MAY 2025

B
CDP
Discloser 2024

Supplier Engagement Leader
A
CDP
2024

Granules India Limited
Pharmaceuticals
S&P Global CSA Score 2024
A key component of the S&P Global ESG Score
59 /100
As of March 14, 2025.

MSCI
BB
ESG RATINGS

CCC	B	BB	BBB	A	AA	AAA

Partner Collaboration Platforms

ProjectGigaton

MANUFACTURE 2030

SMETA | Sedex
SMETA the Sedex Members Ethical Trade Audit

Oren

sphera

Great Place To Work®
Certified
MAY 2025 – MAY 2026
INDIA

Our CSR Journey : Empowering Communities, Enriching Lives

OUR GOAL
Touch **1 Million**
Lives by 2030

OUR PROGRESS
1,00,000 +
Lives Positively Impacted

FOCUS AREAS

Skill Development
1500 +
trained through Pharma Pathashala since inception in 2017 with 250+ in current year

Health
10000 +
Benefitted from healthcare services including dialysis, health camps, and cancer screenings

Education
Many Thousands
Students benefited from 10 government schools

Environment & Biodiversity
15,000 +
Native trees have been planted

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thank you!

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