

Date: 5th August, 2025

To,
The Manager,
Department of Corporate Services,
BSE Limited
P. J. Towers, Dalal Street,
Fort, Mumbai – 400 001
Scrip Code: 533573

To,
The Manager,
Listing Department,
National Stock Exchange of India Ltd.
'Exchange Plaza', Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
NSE Symbol: APLLTD

Dear Sir/Madam,

Sub: Investors Presentation on Unaudited Financial Results of the Company for the quarter ended 30th June, 2025

Please find enclosed the Investors Presentation on Unaudited Financial Results of the Company for the quarter ended 30th June, 2025.

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,
For Alembic Pharmaceuticals Limited

Manisha Saraf
Company Secretary

Encl.: A/a.

ALEMBIC PHARMACEUTICALS LIMITED

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Website : www.alembicpharmaceuticals.com • E-mail : alembic@alembic.co.in • CIN : L24230GJ2010PLC061123



Alembic Pharmaceuticals Limited

Investor Presentation Q1 FY26

The materials and information presented herein may include forward looking statements , which reflect current expectations, projections, and assumptions. These statements are inherently subject to risks and uncertainties that could cause actual results or outcomes to differ materially from those anticipated.

Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product related, forward-looking statements. Product risks and uncertainties include but are not limited to technological advances and patents attained by competitors, challenges inherent in new product development including completion of clinical trials; claims and concerns about product safety and efficacy; obtaining regulatory approvals; domestic and foreign healthcare reforms; trend towards managed care and healthcare cost containment, and governmental laws and regulations affecting domestic and foreign operations.

Also, for products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited to the inability to build production capacity to meet demand, unavailability of raw materials, and failure to gain market acceptance.

Revenue INR 17.11 Bn

+10% YoY

EBIDTA INR 2.88 Bn
EBIDTA Margin ~17%

+20% YoY

R&D 8% of revenue

+26% YoY

Net Profit INR 1.55 Bn
Net Profit Margin 9%

+15% YoY

Key Highlights

India Branded Business

Achieved an 5% YoY growth, with quarterly revenues of INR 5.99 billion

US Generics

Reported a 13% YoY increase, driven by the ramp up of key product launches and market share gains in select therapies.

Ex-US Generics

Delivered 21% YoY growth in Q1, supported by growth in key markets.

API

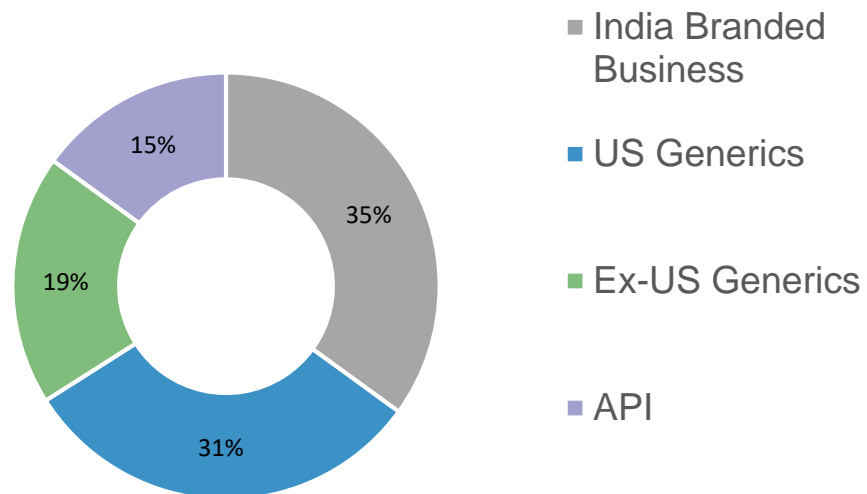
Broadly flat (+1% YoY) for the quarter impacted by price erosion, offset by volume growth

Revenue Summary

INR Bn

Business	Q1 FY26	Q1 FY25	Y-o-Y	Q4 FY25	Q-o-Q
Formulations					
India Branded Business	5.99	5.72	5%	5.45	10%
US Generics	5.23	4.61	13%	5.08	3%
Ex-US Generics	3.28	2.71	21%	3.75	-13%
API	2.61	2.59	1%	3.42	-24%
Total Revenue	17.11	15.62	9.5%	17.70	-3%

Q1 FY26

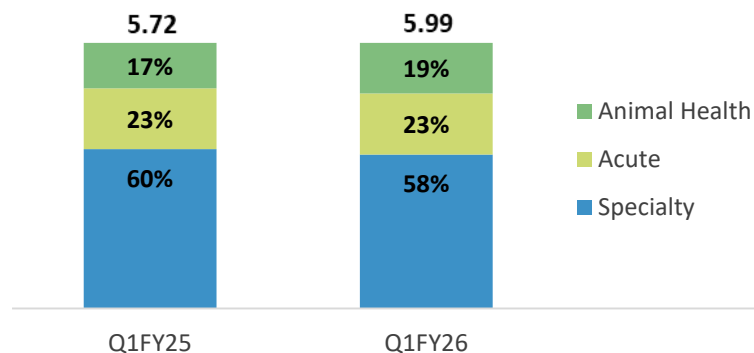


India Branded Business – Performance

Revenue Q1 FY26

Growth: 5%

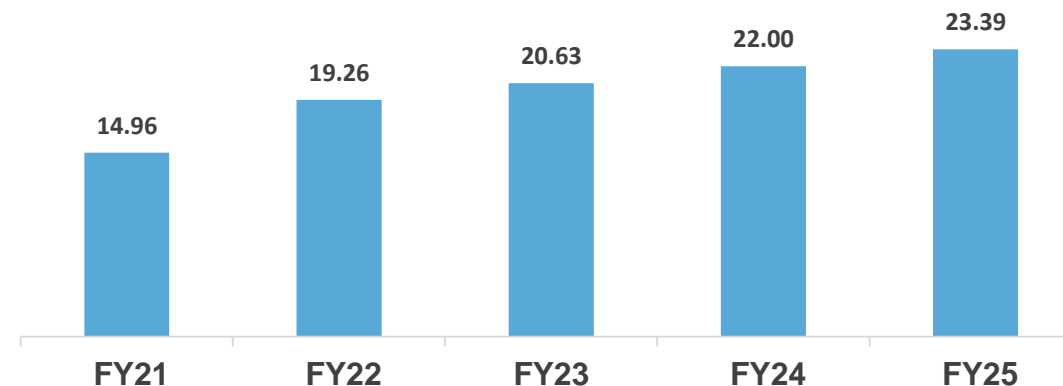
INR Bn



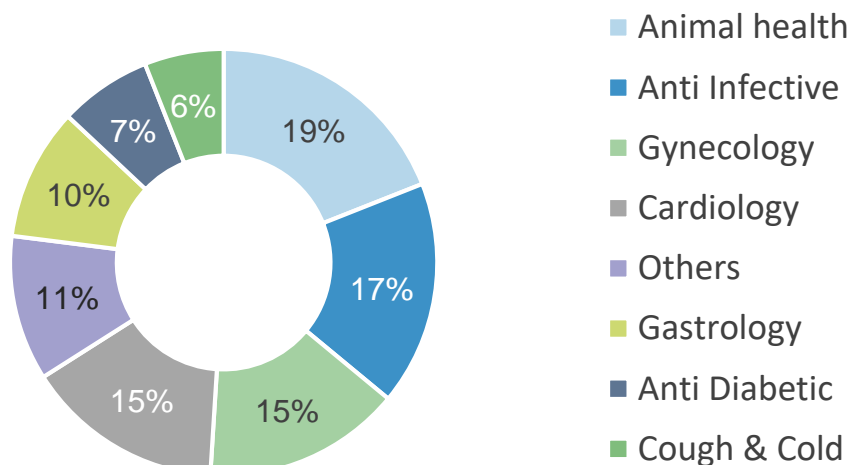
Revenue – last 5 Years

CAGR: 12%

INR Bn



Sales Mix Q1 FY26



- > The India Branded Business recorded 5% growth with revenues of INR 5.99 billion for the quarter.
- > Alembic is ranked 21st in the Indian Pharmaceutical Market (IPM).
- > 13% of the product portfolio is listed under NLEM.
- > Sales operations include 5,500+ Medical Representatives across 21 marketing divisions.
- > Holds a 1.3% market share of the Indian pharma space.*
- > Four flagship brands have surpassed INR 1 billion in sales.*

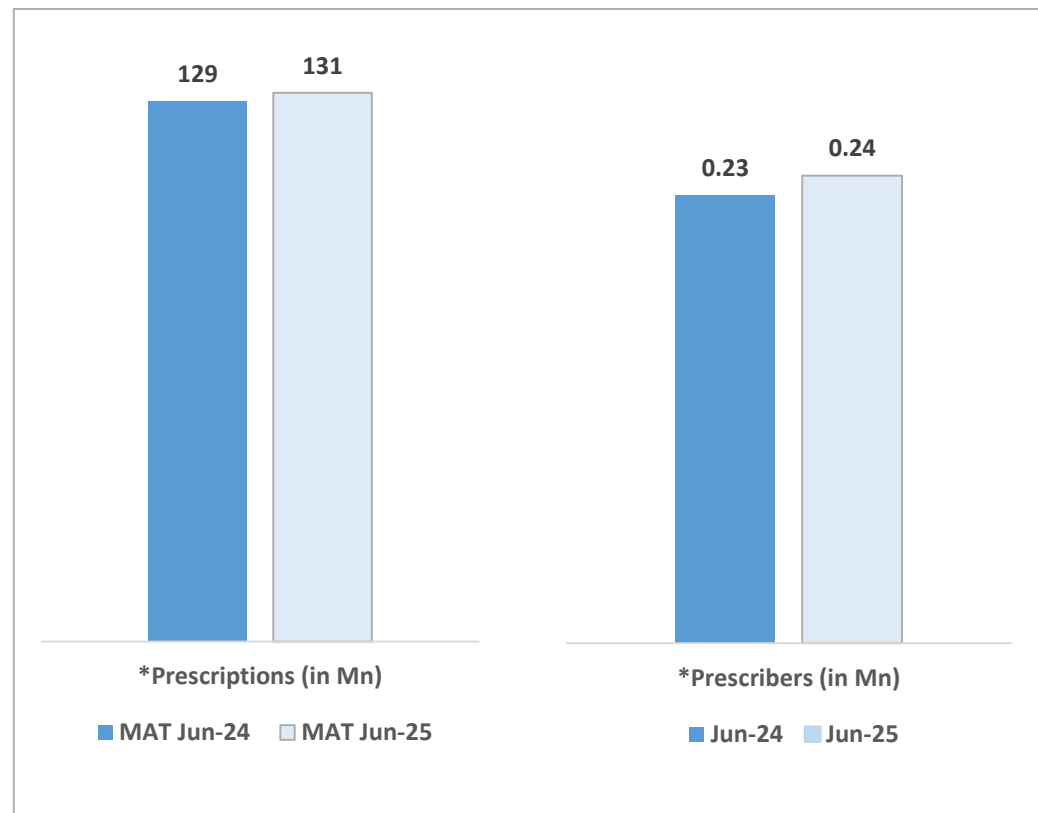
India Branded Business – Rx driven rankings

Top Brands with Rank and Market Share

BRANDS	Rank Q1 FY 26*	MS% Q1 FY 26*	BRANDS	Rank Q1 FY 26*	MS% Q1 FY 26*
AZITHRAL	1	34.1	BROZEET-LS	3	6.5
ALTHROCIN	1	88.5	CLOFF	3	11.9
CRINA-NCR	1	28.9	BLADMIR	3	10.4
ROXID	1	95.3	ISOFIT SR	3	14.3
LACTONIC	1	44.3	BILAMBIC-M	3	6.8
DELTONE	1	57.9	WIKORYL	4	10.4
GERIJOINT	1	47.8	ULGEL	4	7.9
ELATA	1	50.2	ETRIK	4	4.9
CETANIL	2	7.2	SHARKOFERROL	4	5.7
GESTOFIT SR	2	18.8	VELDROP	4	4.7
ESTROPLUS	2	36.2	TELLZY	5	4.1
TRAVISIGHT	2	17.0	ULGE-RAFT	5	5.6
FREEGO	2	9.7	HARMONI	5	5.0
UNIGOLIX	2	14.7	OVIGYN DH	5	8.4
ISOFIT	3	5.5			

* Above market growth is based on respective molecule group.

Driving overall Prescription business

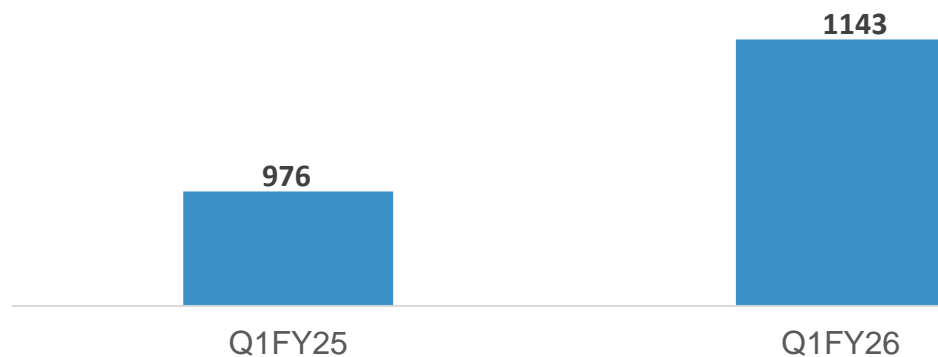


> Alembic ranks 18th by prescription volume, with a total of 131 million prescriptions (MAT Jun 2025).

Revenue Q1 FY26

Growth: 17%

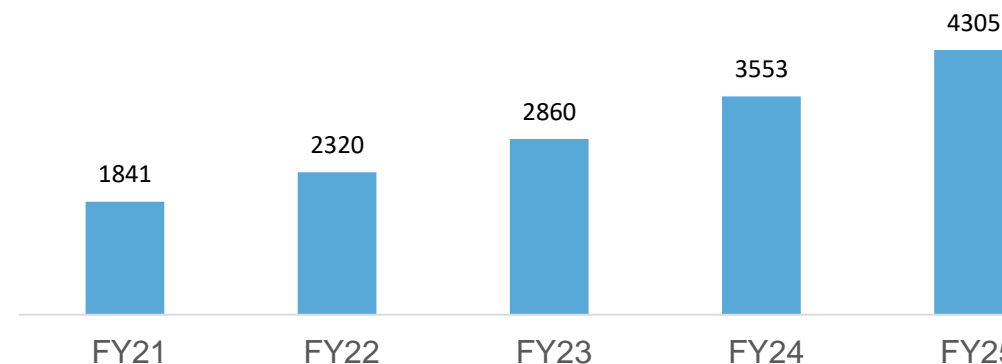
INR Mn



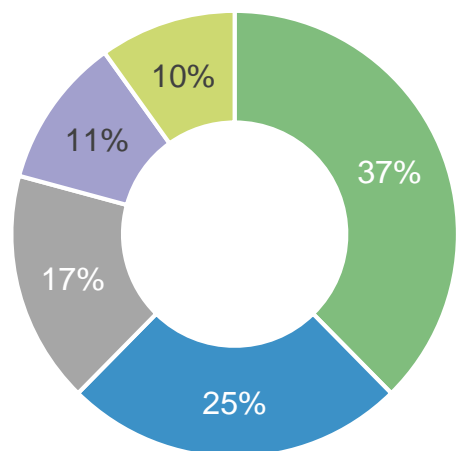
Revenue – last 5 Years

CAGR: 24%

INR Mn



Sales Mix Q1 FY26



- Antibiotic
- Feed Supplement
- Supportive Therapy
- Tonic
- Antiparasitic

- > Alembic operates in the Livestock, Poultry, and Companion Animal segments.
- > Market leader in Haematinics and Antibiotics with brands such as **Sharkoferrol, Moxel , Xceft and Mceft.**
- > The Animal Health division recorded 17% growth in Quarter.
- > A well-established portfolio of strong brands continues to drive growth.

Annual Sales Value	INR Mn			
	Above 300	200 - 300	100 - 200	20 - 100
No. of Brands	5	3	5	22

Strategic tech initiatives enhancing competitiveness, productivity & insights

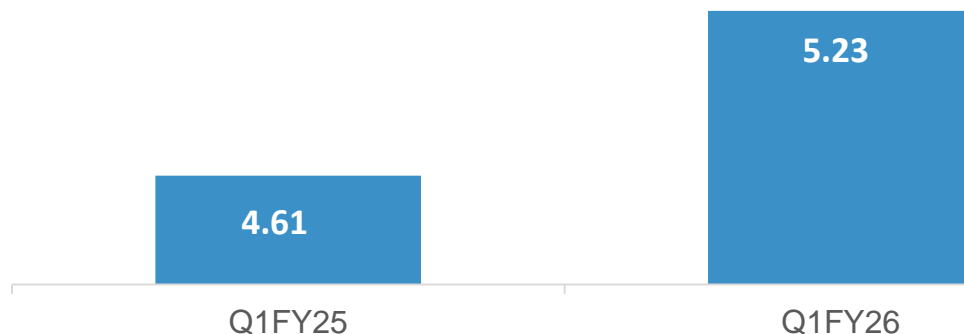


- 01 Introduced iPad-based engagement for field force to enhance brand communication with healthcare professionals
- 02 Migrated to Salesforce CRM for seamless field operations, ensuring a 360-degree view of HMPs in real time
- 03 Modernized data infrastructure via Snowflake to enable real time, big data analytics
- 04 Developed a GenAI powered WhatsApp bot, Alembic Ask TARA , for employee support and productivity enhancement. This initiative utilizes OpenAI's latest models and AWS Cloud, with phased rollouts planned.

Revenue Q1 FY26

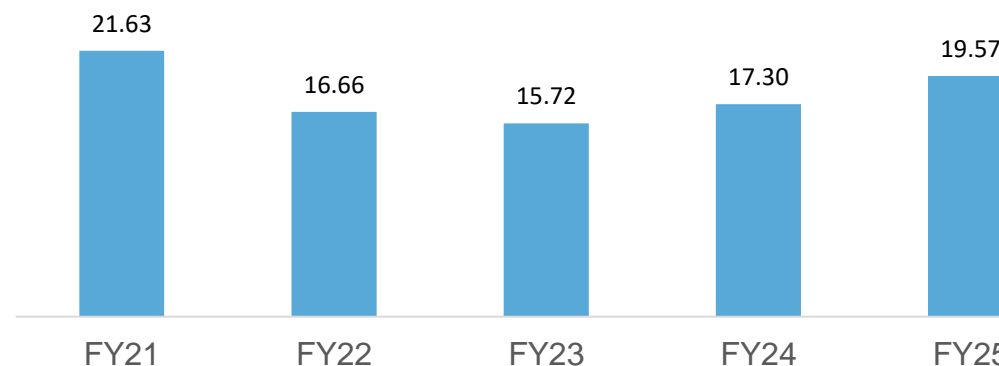
Growth: 13%

INR Bn

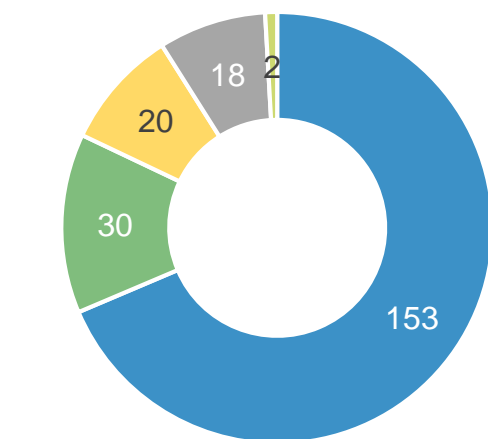


Revenue – last 5 Years

INR Bn



Approved ANDAs



■ Oral Solids ■ Derma ■ Ophthalmic ■ Injectable ■ Inhalation

Total 223*

* Includes 23 Tentative Approval

Q1FY26 : 2 ANDA Filings, 6 Final Approvals

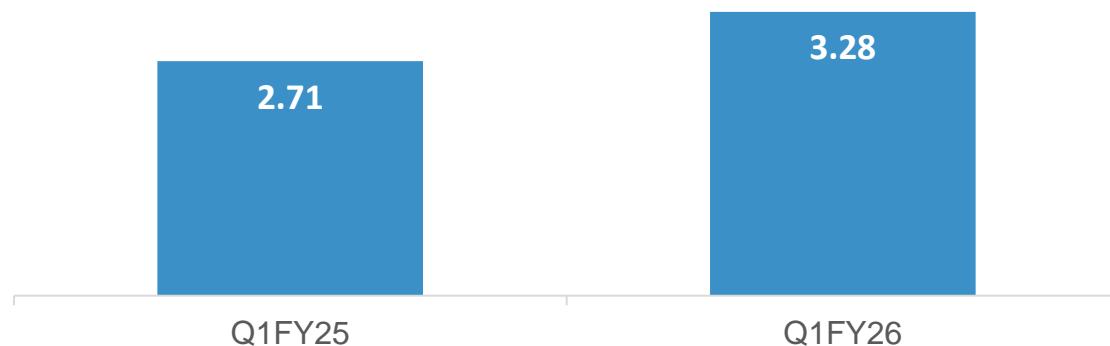
Cumulative : 268 ANDA Filings, 223 approvals & 167 Products Launched so far.

- > Well established US front end with strong customer base.
- > 4 products launched in Q1 FY26; total of 167 products now commercialized in the US
- > Pipeline includes 15+ product launches expected in FY26
- > Products from new facilities will contribute to future growth.

Revenue Q1 FY26

Growth: 21%

INR Bn

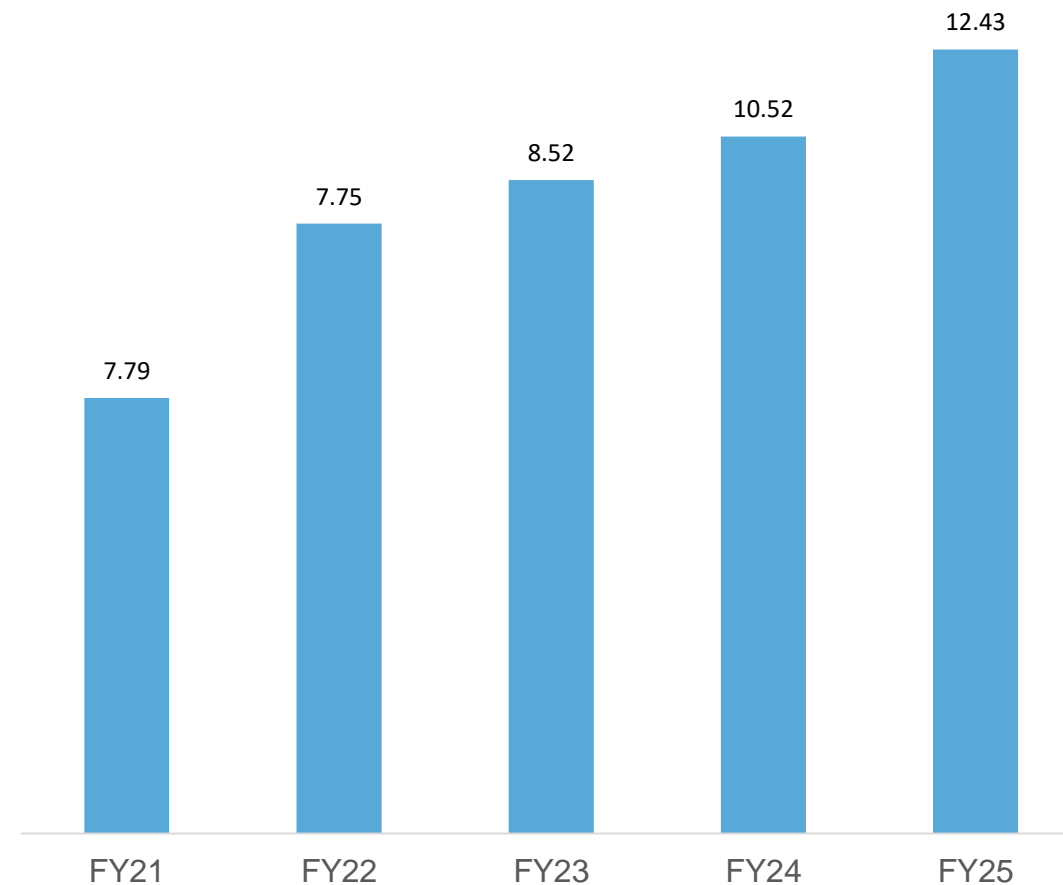


- > Achieved 21% YoY growth in Q1, driven by higher offtake and an optimized product mix.
- > Key partnerships active in Europe, Canada, Australia, Brazil, and South Africa.
- > Future growth to be supported by product launches and geographical diversification.

Revenue – last 5 Years

CAGR: 12%

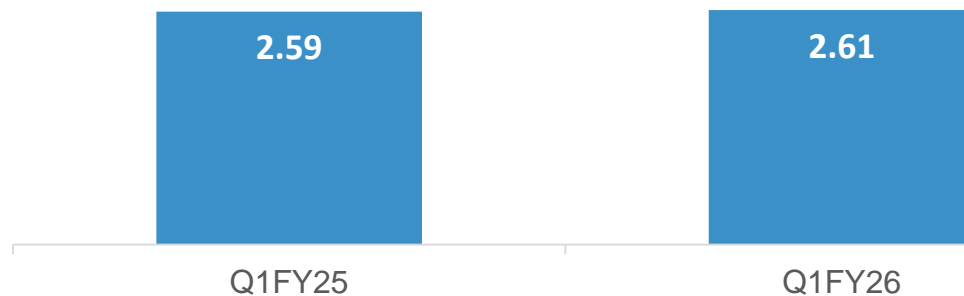
INR Bn



Revenue Q1 FY26

Growth: 1%

INR Bn

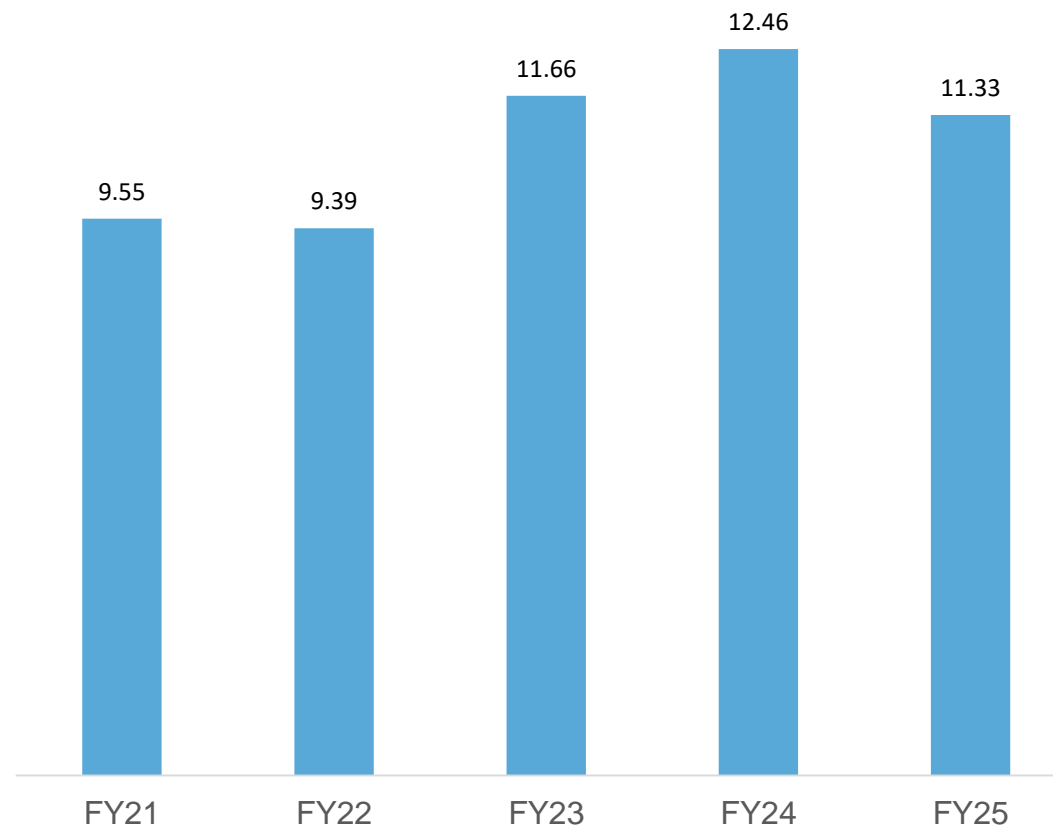


- > Reported 1% YoY growth, led by increased volume offset by pricing pressures.
- > Cumulative DMF filings with US FDA stands at 140.
- > Continued focus on cost efficiency to remain competitive.

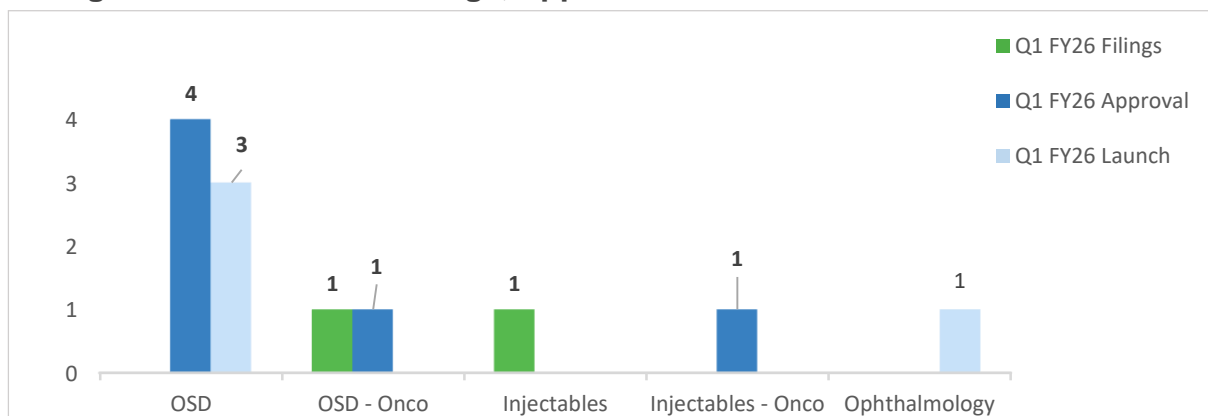
Revenue – last 5 Years

CAGR: 4%

INR Bn



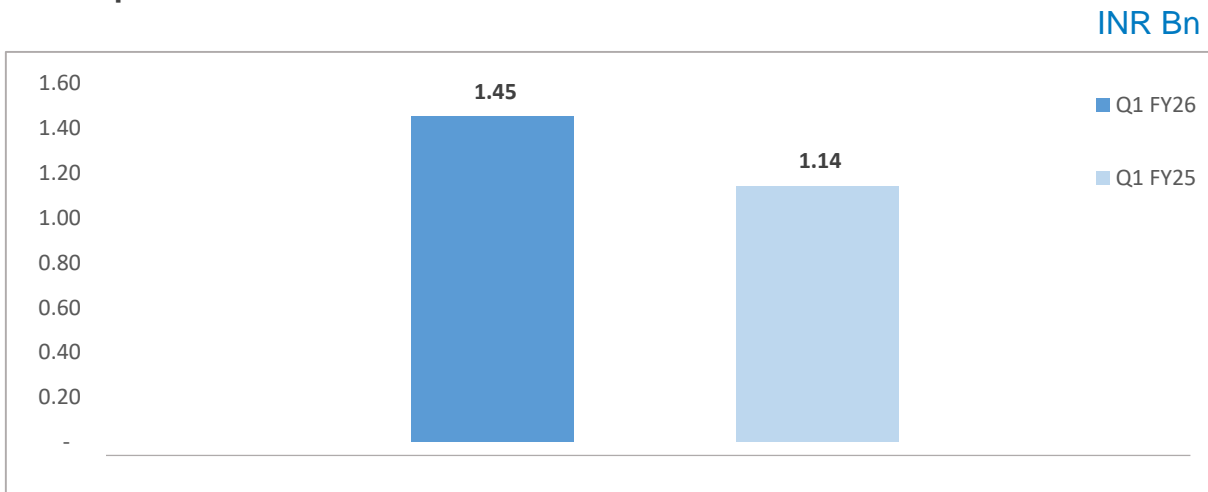
Dosage form wise ANDA Fillings, Approval and Launch in Q1FY26



R&D Capabilities

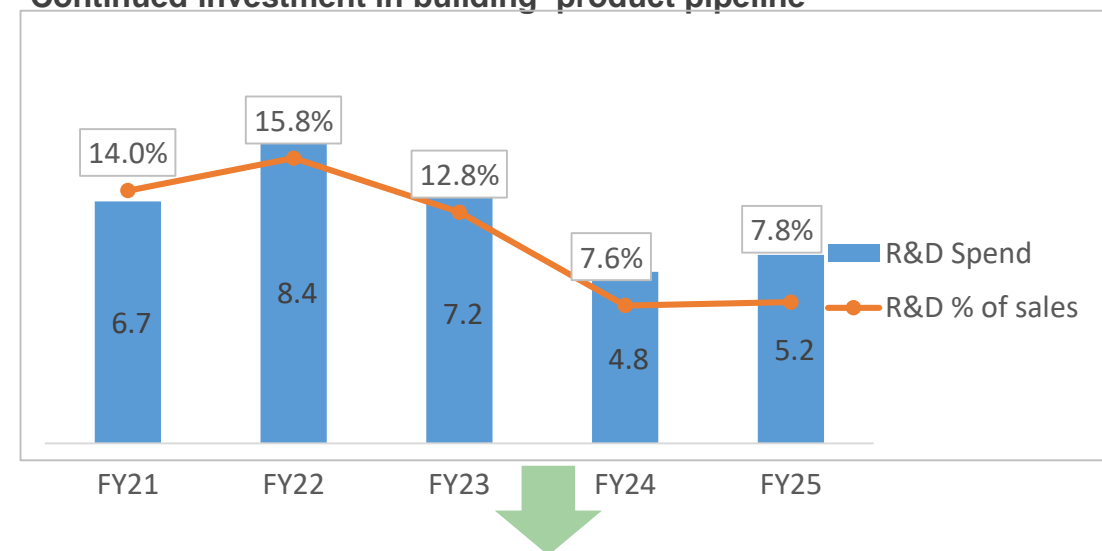
Formulation & API: Vadodara and Hyderabad Bio Centre : Vadodara

R&D Spend

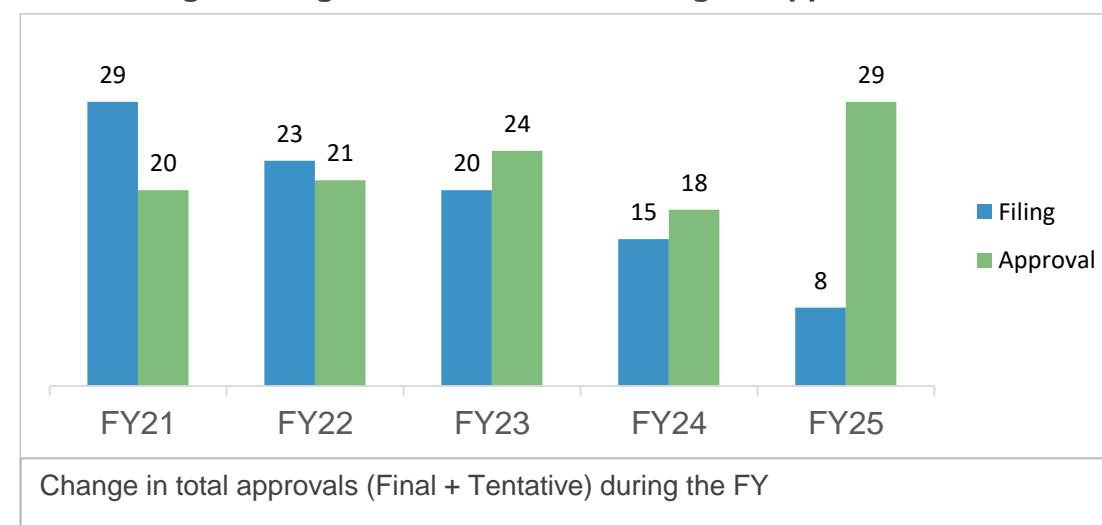


Continued investment in building product pipeline

INR Bn



Resulting in rising ANDA-Accelerated filings & approvals



Change in total approvals (Final + Tentative) during the FY

Q1-FY26 Financials Summary

			INR Bn		
Particulars	Q-1 FY25	Q-4 FY25	Q-1 FY26	YoY(%)	QoQ(%)
Revenue from Operations	15.62	17.70	17.11	10%	-3%
Other Income	0.02	0.14	0.07		
Total Income	15.64	17.84	17.17	10%	-4%
Material Consumption	3.94	5.31	4.07	3%	-23%
Employee benefits expense	3.80	3.94	4.23	11%	7%
Other Expenses	5.51	5.74	5.99	9%	4%
Depreciation & Amortization Expense	0.69	0.69	0.74	7%	7%
Finance Costs	0.13	0.25	0.24	78%	-4%
Total Expenses	14.07	15.91	15.27	8%	-4%
Profit before Share of Profit / (Loss) of Associates	1.57	1.93	1.91	22%	-1%
Share of Profit / (Loss) of Associates	0.00	-0.01	0.00		
Profit Before Tax	1.57	1.92	1.90	21%	-1%
Tax Expense	0.22	0.35	0.36		
Profit After Tax	1.35	1.57	1.54	14%	-2%
Non-controlling interests	0.00	0.00	0.01		
Profit After Tax attributable to shareholders	1.35	1.57	1.54	15%	-2%
Margin Profile					
EBIDTA Margin	15%	16%	17%		
PBT Margin	10%	11%	11%		
PAT Margin	9%	9%	9%		
R&D Expenses as % of Revenue	7%	9%	8%		

Company Overview

Company at a Glance



Mission

Improve Healthcare with innovation, commitment and Trust



Team Size

16,500+



ANDA Filings

268 (Jun 30, 2025)



R&D Centers

2



Manufacturing Facilities

10



Prescribers in India

~2,40,000



Field Force

5,500+



Brands

205



Net Zero Target

2050



Products in US

167

Value Proposition



Developing specialty drug pipeline for India



Exploring opportunities in Injectables



Ranks 21th in the Indian formulations market



Consistent, High Dividend Payout



Supplying APIs to 60+ countries globally



Established presence in Chile & UAE

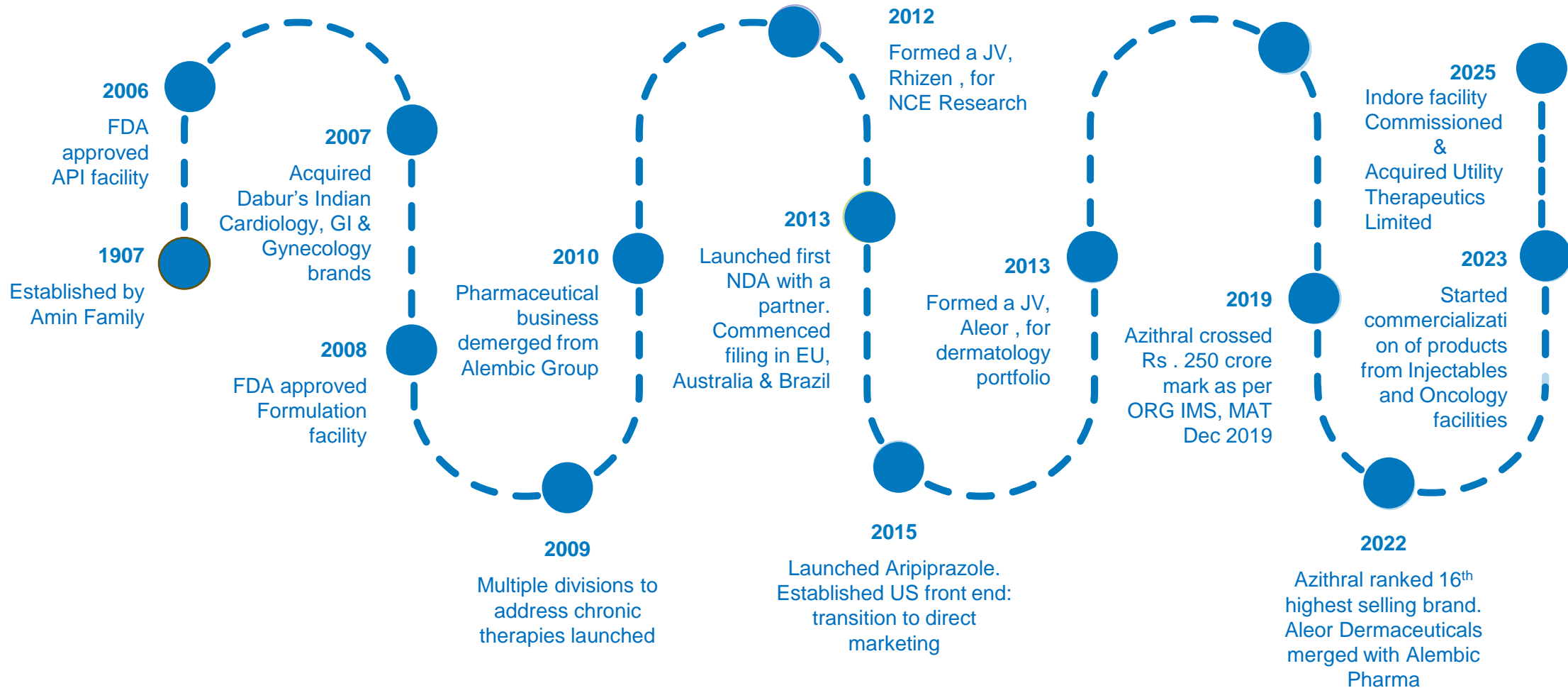


Expanding product portfolio in US



Strengthening presence in Canada, South Africa, LATAM & Middle East

The Journey



Robust infrastructure

Location	Dosage Form	Last USFDA Audit
International Generics		
F1 - Panelav	General Oral Solids	July'24
F2 - Panelav	Oncology Oral Solids	Mar'24
	Oncology Injectables	Oct'24
F3 - Karkhadi	General Injectables Ophthalmic	Mar'23
F4 - Jarod	General Oral Solids	Nov'24
F5 - Karkhadi	Various derma forms	Mar'23
API		
API I & II – Panelav		May'25*
API III - Karkhadi		Mar'25

* API I & II : Initial Response to observations (FDA Form 483) is submitted.



F2 - Panelav



F3 - Karkhadi



F4 - Jarod

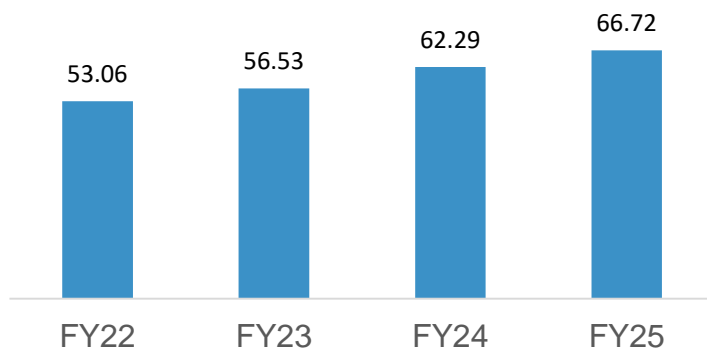


F5 - Karkhadi

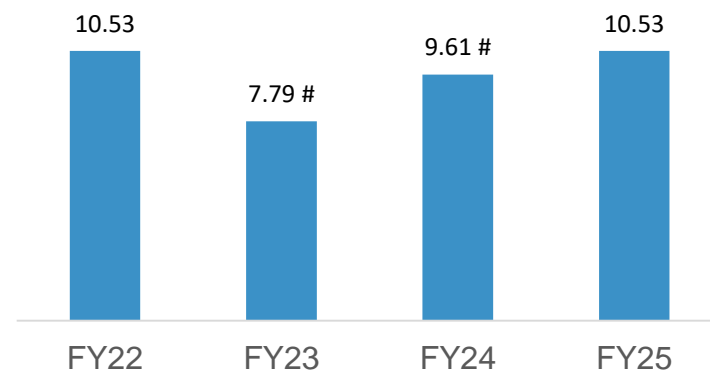
Yearly Financials

INR Bn

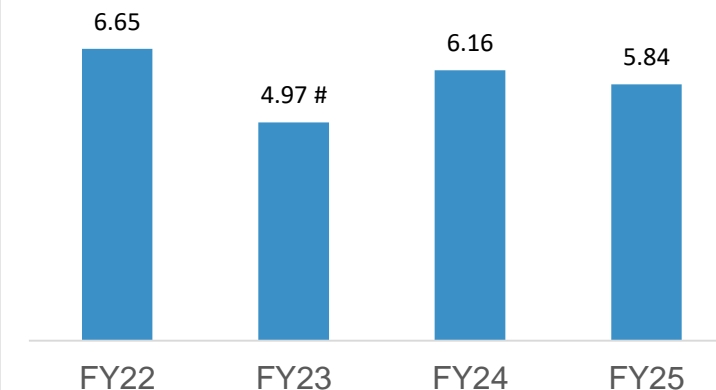
Revenue



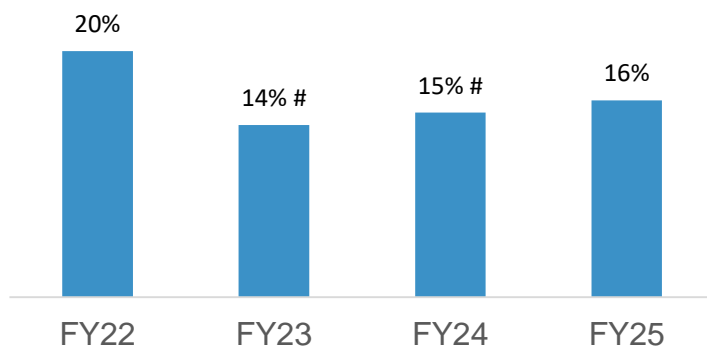
EBIDTA



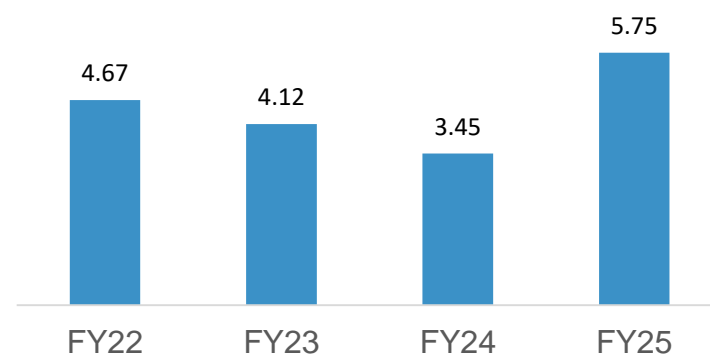
Net Profit



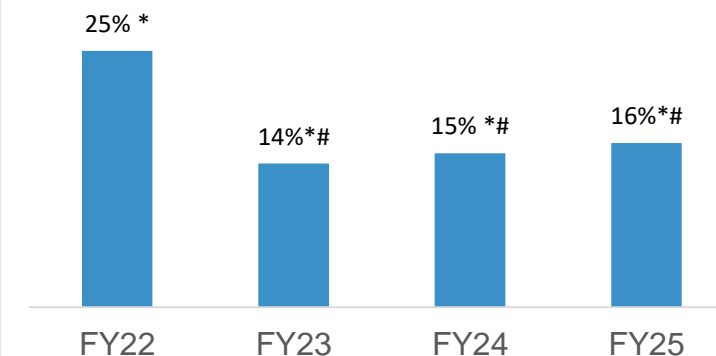
EBIDTA margin %



Capex



ROCE %



Note : FY22 & FY23 numbers are without considering one-time impact of Aleor write off for better comparison

* Capital excludes New Projects

Alembic's ESG Targets

Net Zero by 2050

- 63% GHG Emission reduction by 2034
- 90% GHG Emission reduction by 2050 (Approved by SBTi)

Water Neutrality by 2027

50,000 trees by 2027

Environment



- One of the 10 Indian Pharma companies with approved targets under SBTi
- Commissioned 24 MW solar park at Bhatpur, Vadodara
- 20% Reduction in specific water consumption (KL/MT)
- 81% treated water recycle
- Developed 112 recharge wells
- Planted 25,000+ trees
- 16% Reduction in landfill waste
- Improved rating in carbon disclosure project

Social



- Zero fatality
- Great place to work certified for 3rd consecutive year
- 7% increase in safety observations
- 2,44,460 beneficiaries impacted through CSR Initiatives

Governance



- Implemented supplier code of conduct and sustainable procurement policy
- 27% critical vendor assessed against the ESG criteria
- Initiated comprehensive organizational risk assessment



Thank You

For further queries, please contact:

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