



Pharmaceuticals Limited

Registered & Corporate Office :

Plot No. 72, H. No. 8-2-334/3 & 4, Road No. 5,
Opp. SBI Executive Enclave, Banjara Hills,
Hyderabad - 500 034, Telangana, INDIA.
Tel : +91-40-2525 9999, Fax : +91-40-2525 9889
CIN : L24239TG1987PLC008066
Email: info@smspharma.com, www.smspharma.com

Date: 10th August, 2025

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

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.

Security Code: 532815

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, 2025.

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
Company Secretary

Investor Presentation

Q1FY26

August 2025



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.

Q1FY26 business and financial highlights

Revenue

- Strong start to FY26 led by volume growth
- ₹196.05 crore revenue in Q1FY26 and 19% YoY growth

Profitability

- EBITDA margin stable at 20% in Q1FY26
- 24% YoY PAT growth in Q1FY26

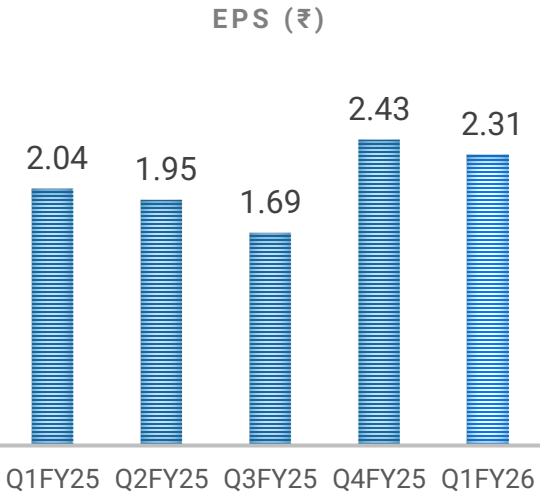
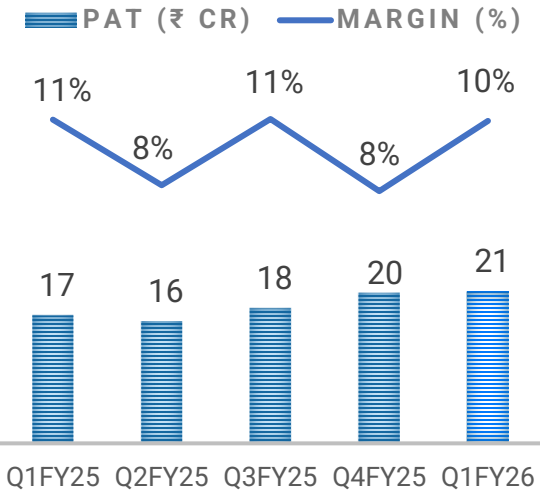
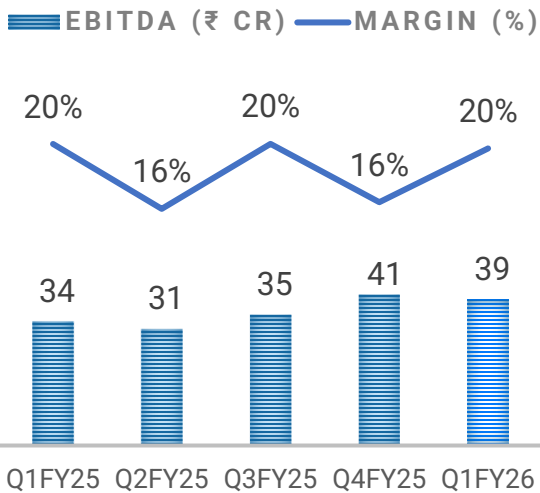
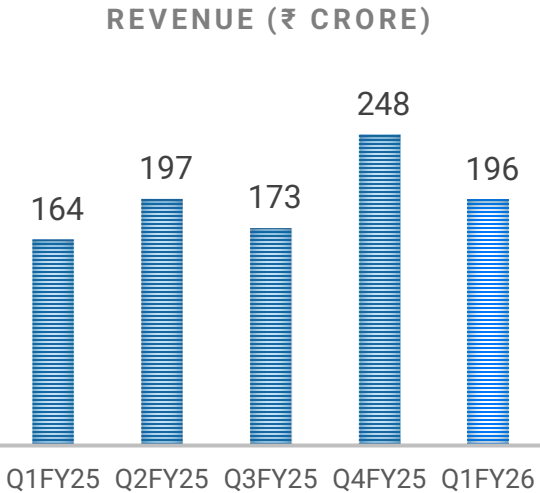
Project update

- Started commercial production of key intermediates; Gross margin impact expected in Q2
- ₹250 Capex plan on track

Outlook

- FY26 outlook:
 - 20% YoY revenue growth
 - 20% EBITDA margin

Q1FY26 financial highlights



₹196 crore

Revenue from operations

▲ 19%

₹39 crore

EBITDA

▲ 17%

₹21 crore

PAT

▲ 24%

₹2.31

EPS

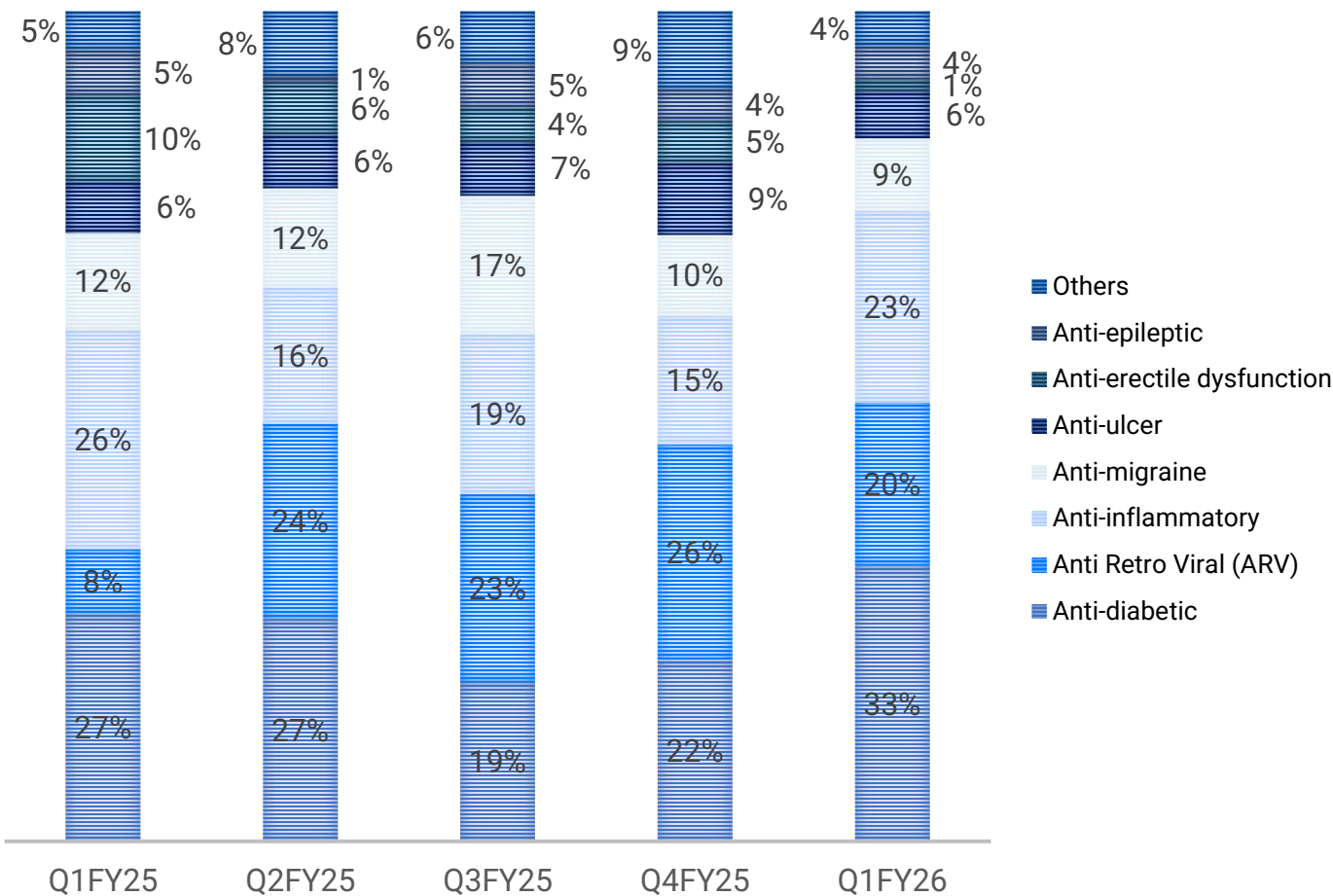
▲ 18%

▲ YoY

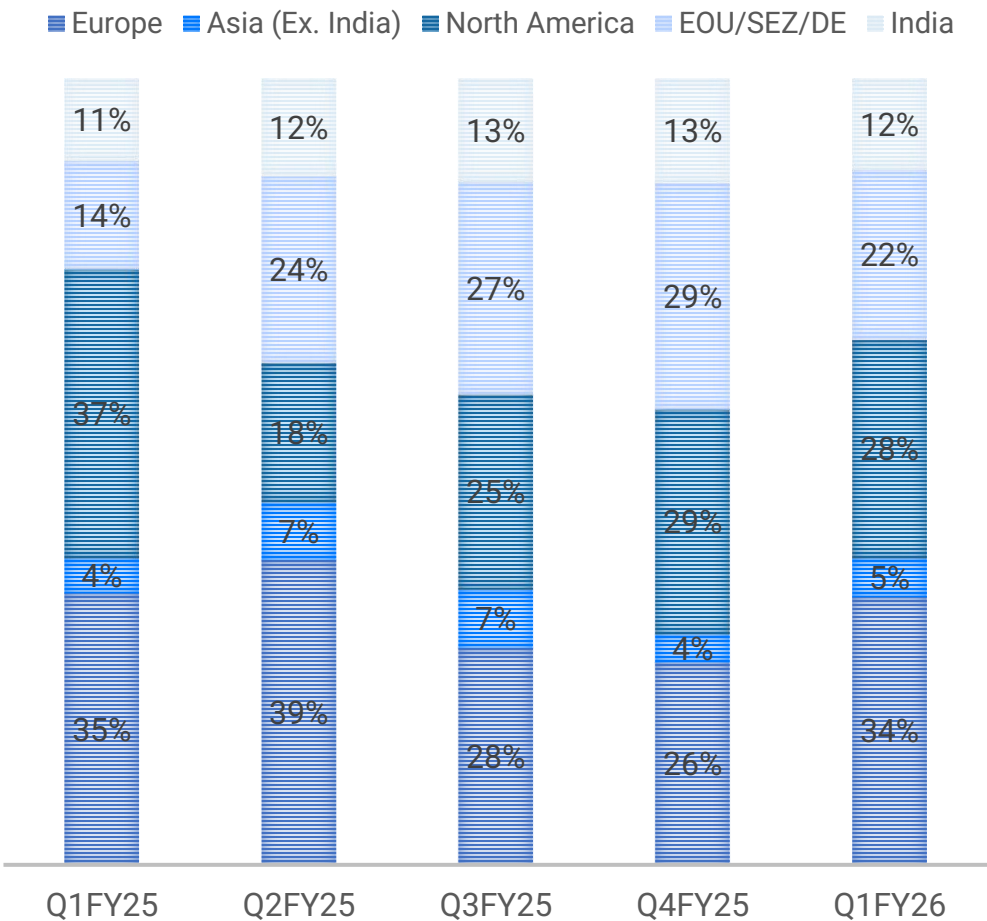
Key operating metrics Q1FY26



REVENUE BY THERAPEUTIC AREA (%)



REVENUE BY GEOGRAPHY-WISE (%)



Company Overview

Building a sustainable global business

From a single unit-product facility to becoming a diversified API player with a global presence, we have...

- **Global and domestic leadership** in key APIs
- An **integrated business model** with accredited facilities
- Strong presence in **regulatory markets**
- Focus on **R&D**



#1

Largest single-block
Ibuprofen plant in Asia

88%

Revenue contribution of
regulatory markets in FY25

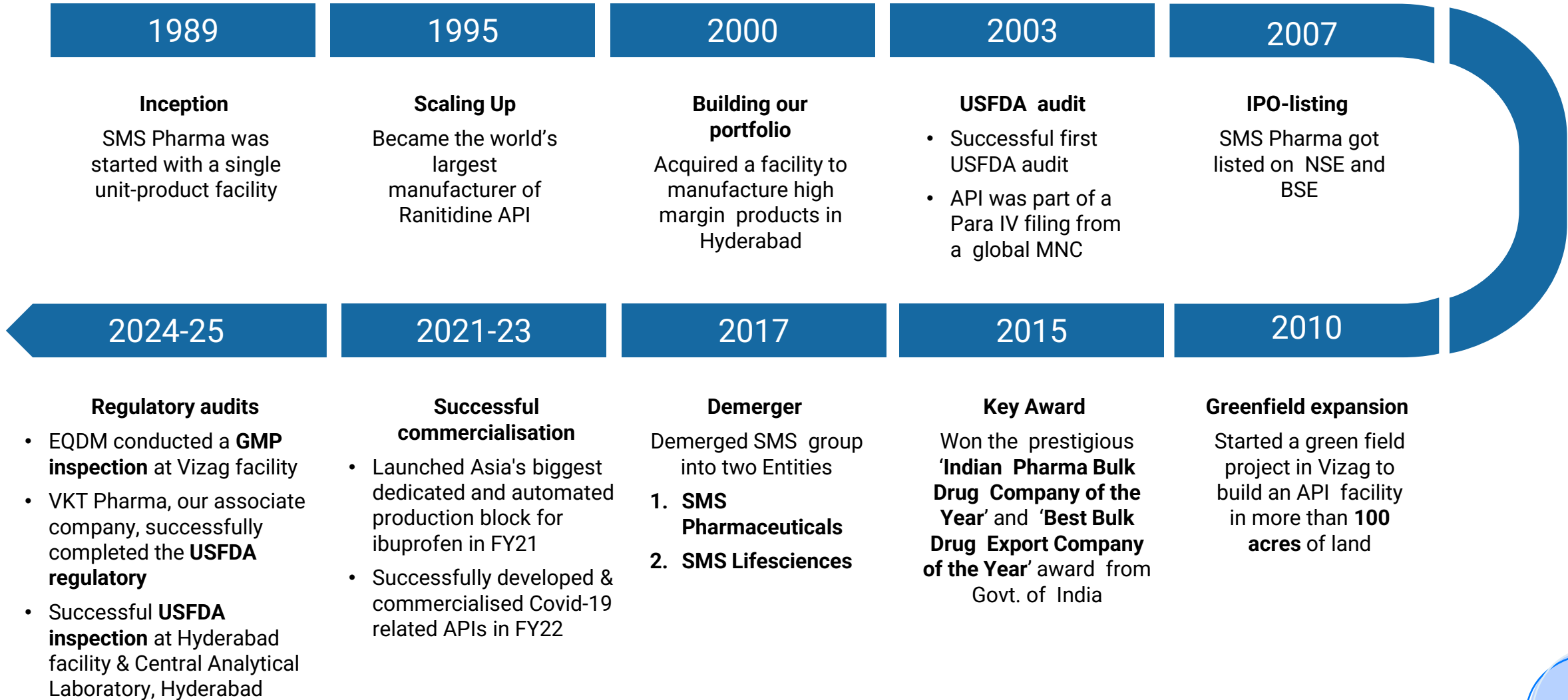
₹783 Cr

Revenue in FY25

₹69 Cr

PAT in FY25

35+ history of delivering value



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 m²



Vizag

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

.....

Regulatory approvals: USFDA, KFDA, CDSCO, PMDA

Three times approved by the USFDA

.....

Total area: 3,45,007 m²

Healthy product mix of high-value and high-volume products



Therapeutic areas	Key products	Category
Anti-inflammatory	Ibuprofen	High-volume
Anti Retro Viral (ARV)	Tenofovir	High-volume
Anti-diabetic	Sitagliptin, Empagliflozin, Dapagliflozin, Vildagliptin	High-value
Anti-migraine	Sumatriptan, Rizatriptan, Eletriptan	High-value
Anti-ulcer	Famotidine, Pantoprazole	High-volume
Anti-erectile dysfunction	Tadalafil, Sildenafil, Vardenafil	High-value
Anti-epileptic	Levetiracetam, Perampanel, Lamotrigine	High-value
Anti-anginal	Ranolazine	High-value

63:37

Revenue mix of high-value to high-volume products in FY25

Strong thrust on R&D

New product development

Added 20 new products

Consistent investment in R&D

Allocation of 2.4% of sales to R&D in FY25

Strong partnerships

JV with Spanish pharma giant Chemo Iberica S.A.

Large technical team

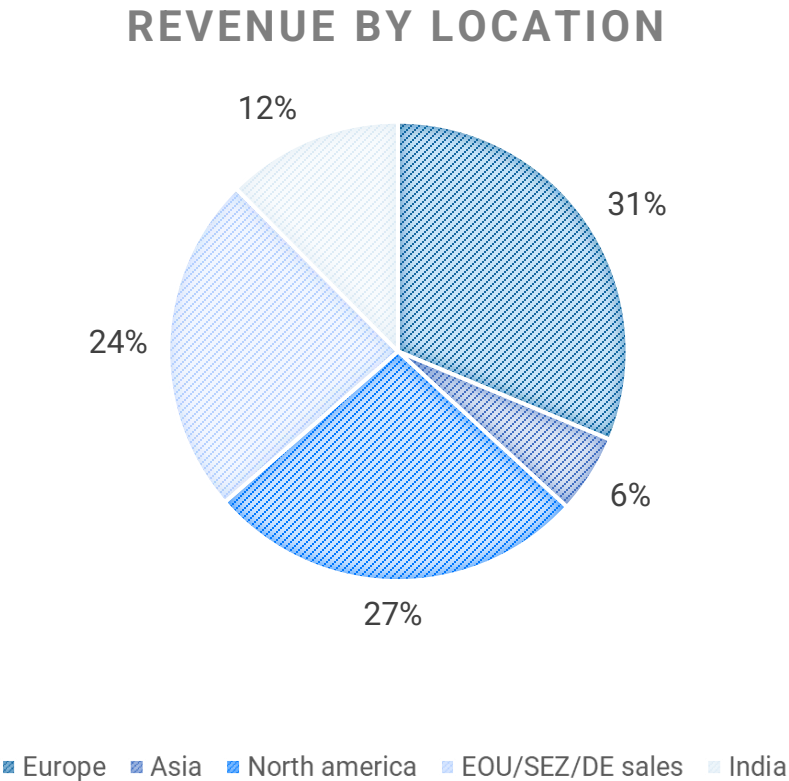
63+ scientists

Focus on commercialisation

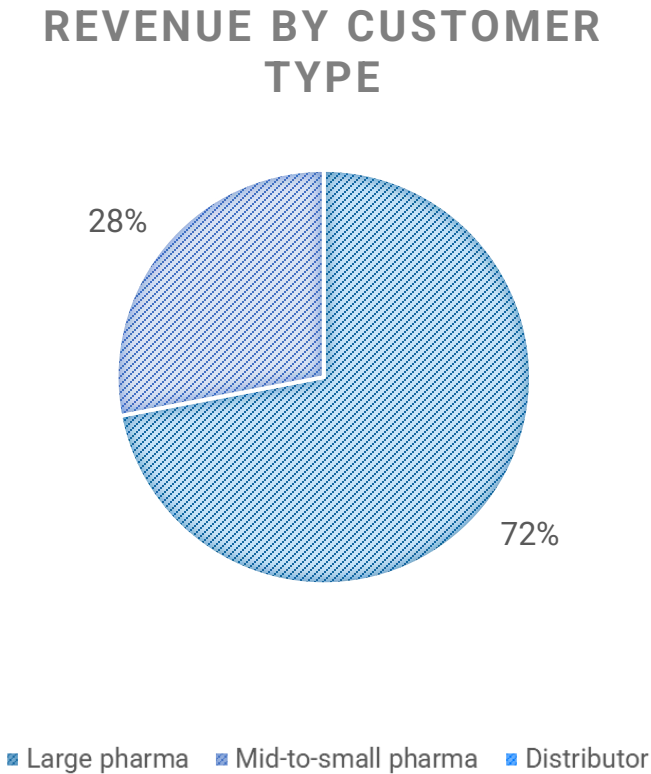
21 DMFs filed and 30+ process patents



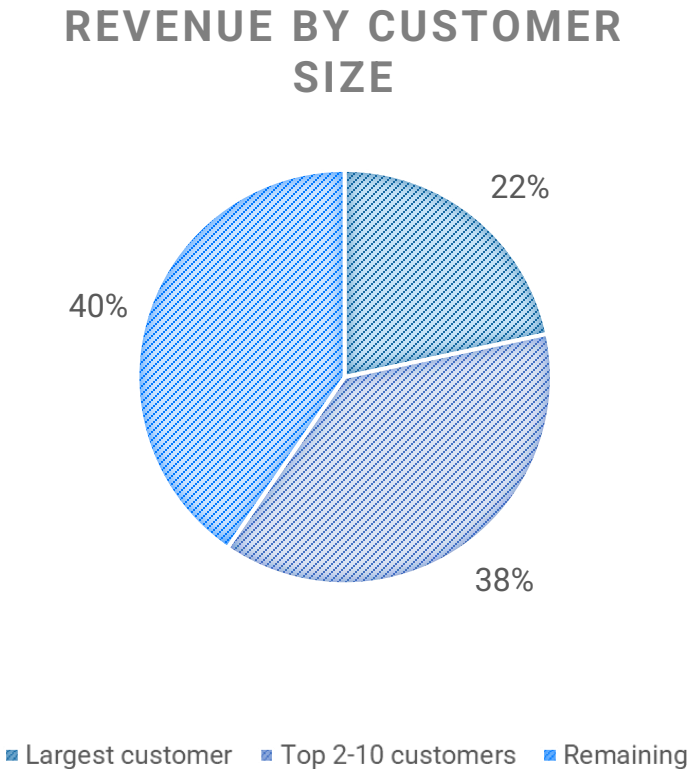
Diversified to mitigate risk and optimise growth



88% contribution from regulated markets in FY25



Long-standing relationships with marquee customer base



Largest customer contributed ~22% of revenue in FY25

Our Strengths

Marquee customer base



The logo for Teva, featuring the word 'teva' in a blue, lowercase, sans-serif font with a green leaf-like graphic integrated into the letter 'v'.

The logo for Sun Pharma, featuring an orange circular graphic above the words 'SUN PHARMA' in a bold, black, sans-serif font.

The logo for Zydus, featuring the word 'Zydus' in a bold, blue, sans-serif font with a red cross symbol, and the tagline 'dedicated to life' in a smaller, green, script font below it.

The logo for Cipla, featuring the word 'Cipla' in a bold, blue, sans-serif font.

The logo for Alkem, featuring a stylized blue 'a' inside a diamond shape, with the word 'ALKEM' in a bold, blue, sans-serif font below it.

The logo for ScieGen Pharmaceuticals Inc., featuring a blue square with the letters 'SG' inside, followed by the words 'ScieGen Pharmaceuticals Inc.' in a bold, black, sans-serif font.

The logo for Granules, featuring a blue circular graphic with a red dot in the center, followed by the word 'GRANULES' in a bold, black, sans-serif font.

The logo for Sanofi, featuring a stylized blue and yellow 'S' shape above the word 'SANOFI' in a bold, blue, sans-serif font.

The logo for Johnson & Johnson, featuring the words 'Johnson & Johnson' in a red, script font.

The logo for Dr. Reddy's, featuring the words 'Dr. Reddy's' in a bold, black, sans-serif font, followed by a purple graphic of a heart and dots.

The logo for Mylan, featuring a blue square with three vertical bars inside, followed by the word 'Mylan' in a bold, black, sans-serif font.

The logo for Laurus Labs, featuring a green circular graphic with a blue dot in the center, followed by the words 'LAURUS Labs' in a bold, black, sans-serif font, and the tagline 'Knowledge . Innovation . Excellence' in a smaller, black, sans-serif font below it.

The logo for Glenmark, featuring a red 'G' symbol above the word 'glenmark' in a bold, red, sans-serif font, and the tagline 'A new way for a new world' in a smaller, black, sans-serif font below it.

The logo for Chemo, featuring a stylized blue and green circular graphic above the word 'CHEMO' in a bold, black, sans-serif font, and the tagline 'Global Affinity in Healthcare' in a smaller, green, sans-serif font below it.

The logo for Aurobindo, featuring a stylized blue and green 'A' shape above the word 'AUROBINDO' in a bold, blue, sans-serif font.

Experienced BoD to deliver on strategy



Sri. Ramesh Babu Potluri
Chairman & Managing Director



Sri. Vamsi Krishna Potluri
Executive Director



Sri. Shravan Kudravallii
Independent Director



Sri. Sarvepalli Srinivas
Director



**Sri. Dr. Suresh Kumar
Gangavarapu**
Independent Director



**Sri. Sunkara Venkata
Satya Shiva Prasad**
Non-Executive Non
Independent Director



Smt. Shanti Sree Bolleni
Independent Director



**Sri. Trilok Potluri Non-
Executive Non
Independent Director**

Strategies for growth

Achieve global scale in ibuprofen

- Aim to achieve a production target of 1,000 MT per month

Leveraging diversified portfolio for growth

- Strong presence in both key high-margin and high-volume products

Backward integration to drive profitability

- Vertical integration of key APIs

New Product Development for additional growth options

- Aim to add 8-10 products in the next 12-18 months in existing and new therapeutic areas

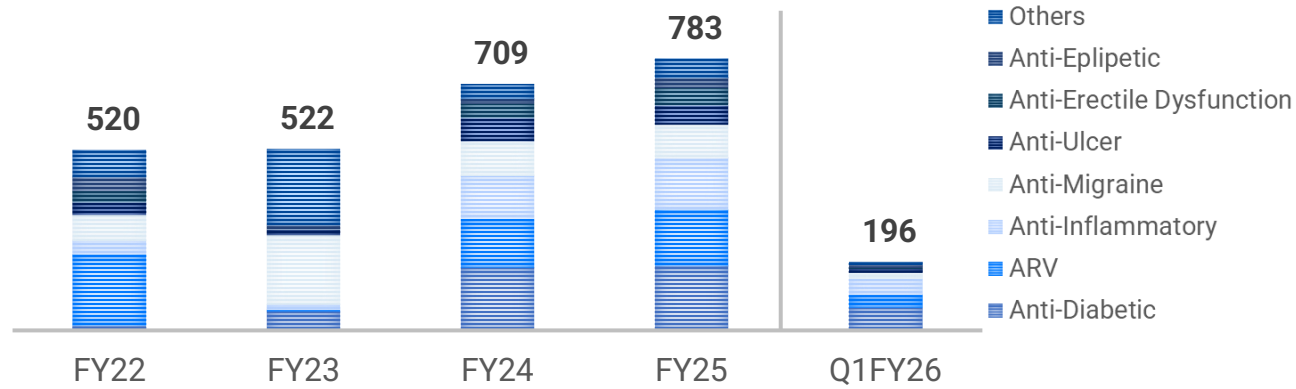
Capacity expansion

- New Capex of ₹250 crore for existing and new products, R&D facility and CMO business

Robust growth is expected in revenue and profitability



REVENUE (₹ CR)



Key Drivers:

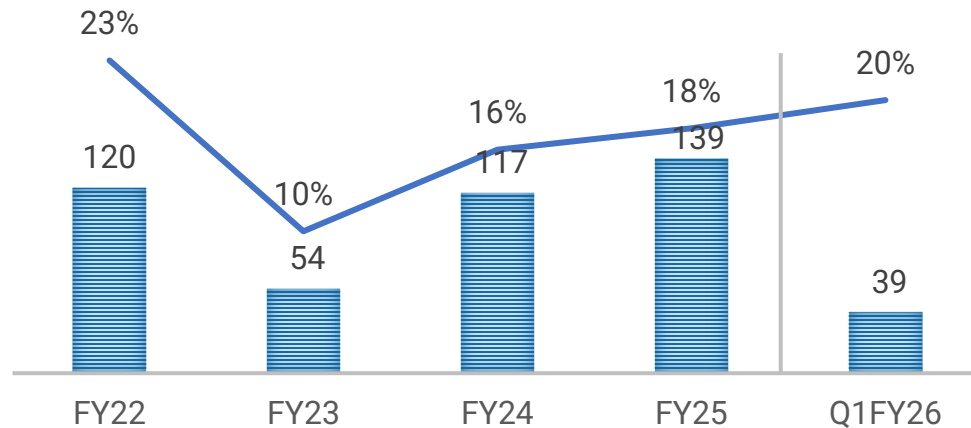
Diversified product portfolio to drive revenue

Cost optimization and enhanced operational efficiency enabled by scale

Improved profitability through backward integration

Increased traction in CMO business and robust pipeline of new products

EBITDA (₹ CR) — MARGIN (%)



Consolidated P&L statement

Particulars (₹ Cr)	Q1FY26	Q1FY25	YoY Growth (%)	Q4FY25	QoQ Growth (%)	FY25	FY24	YoY Growth (%)
Revenue from Operations	196.05	164.45	19%	248.20	-21%	782.75	709.26	10%
COGS	130.70	106.16	23%	173.32	-25%	523.41	497.71	5%
Gross Profit	65.35	58.29	12%	74.88	-13%	259.34	211.56	23%
Gross Margin (%)	33%	35%	-211bps	30%	316bps	33%	30%	330bps
EBITDA	39.37	33.51	17%	40.81	-4%	139.00	116.62	19%
EBITDA Margin (%)	20%	20%	-30bps	16%	364bps	18%	16%	132bps
Other Income	0.59	1.37	-57%	1.42	-58%	6.22	4.46	39%
Finance Costs	5.84	4.67	25%	5.07	15%	18.54	23.46	-21%
Depreciation	9.75	8.38	16%	8.64	13%	34.34	31.52	9%
PBT	24.37	21.83	12%	28.52	-15%	92.34	66.11	40%
Taxes	5.65	5.45	4%	8.44	-33%	24.94	16.91	48%
Reported PAT	18.72	16.38	14%	20.08	-7%	67.40	49.20	37%
Add: Share of associate profit/loss	1.78	0.10	-100%	0.23	674%	1.74	0.63	178%
PAT after MI & Assoc	20.50	16.48	24%	20.31	1%	69.14	49.83	39%
PAT Margin (%)	10%	10%	44bps	8%	227bps	9%	7%	181bps
Earnings Per Share (EPS)	2.31	1.95	18%	2.43	-5%	8.16	5.89	39%



Mr. Thirumalesh Tumma



SMS Pharmaceuticals Ltd



complianceofficer@smspharma.com



Aditya Dutta



EQSPONENT Partners LLP



smspharma.ir@eqsponent.com

Thank You

