

AKUMS
DRUGS & PHARMACEUTICALS LTD.



Plot No. 131 to 133, Block-C, Mangolpuri Ind. Area, Phase-I,
(Adjoining CBSE Office) Delhi - 110083 (INDIA).

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Ref: Akums/Exchange/2025-26/34

August 08, 2025

To,
The Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

To,
The Listing Department
BSE Limited
Rotunda Building, Phiroze Jeejeebhoy
Towers, Dalal Street, Fort, Mumbai -
400 001

Symbol: AKUMS

Scrip Code: 544222

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation

Respected Sir/Madam,

In compliance of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of investor presentation is enclosed herewith.

This is for your kind information and record.

Thanking You

For Akums Drugs and Pharmaceuticals Limited

Dharamvir Malik
Company Secretary & Compliance Officer

Encl: as above

Registered Office

304, Mohan Place, L.S.C., Block-C, Saraswati Vihar, New Delhi-110034 (INDIA).

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Earnings Presentation

August 2025



Disclaimer



Akums Drugs and Pharmaceuticals Limited may, from time to time, make written and oral forward-looking statements, in addition to statements contained in the company's filings with BSE Limited (BSE) and National Stock Exchange of India Limited (NSE), and its reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Akums Drugs and Pharmaceuticals Limited.

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Managing Directors' Message

Dear Investors

We are pleased to declare the Q1 results for FY 26. This date marks just over one year since we began our journey as a listed company. We continue to work towards strengthening the organization with a focus on long term growth.

The long-term growth prospects of the company remain intact with growth in both revenues and profitability. R&D remains the back bone of the company. We achieved the milestone of 1,000 DCGI approvals. During this quarter we received 27 DCGI approvals as against 31 approvals for the entire last year.

As part of Akums' strategic vision to establish itself as a leading global CDMO, we received our first EU dossier approval for Rivaroxaban. We also filed our first dossier of Dapagliflozin combination in Switzerland. Both of these new products hold significant market potential. The commercialization of the EU contract continues to be on track. We will commence commercial supplies from April 2027.

As informed during the last call, Akums had received 100 mn Euros as part consideration for the EU contract in this quarter, consequently our cash surplus now stands at INR 1,518 cr. The strong liquidity position provides a robust foundation for Akums to strategically scale up its business operations through both organic growth initiatives and inorganic opportunities.

The first quarter of FY26 continued to see tepid volume growth, with market volume growth below 0.5% and IPM growth being driven largely by price growth. The weakness in API pricing continues.

Looking ahead, we remain focused on strengthening our CDMO leadership, scaling high-value capabilities, and driving operational excellence. Backed by a strong pipeline and prudent capital allocation, we are well-positioned to deliver sustainable and profitable growth in the years ahead.

- Sanjeev Jain & Sandeep Jain



Two Decades' Legacy of Expertise, Experience & Trust

2004

Incorporated in April 2004

Set up of first plant for oral solid dosage form in Haridwar.

2005-09

Established dedicated manufacturing site for Oral Liquid Dosage & Sterile products.

Established a nutraceutical facility

2010-13

Dedicated facilities for Hormones, Cosmetics and Dermatology.

Launched Akumentisto venture into branded formulations.

Started dedicated plant for β -lactam anti-infectives and steroids

2014-18

Expanded into Asian markets.

Established R&D lab in Mumbai to venture into regulated market.

Received US-NSF Certification for Maxcure Nutravedics facility

2019-21

Quadria Capital bought a minority stake in the company

Acquired Parabolic Drugs to venture into API

2022-25

Plant 1 & Plant 3 accredited by EU-GMP thus qualifying for European exports

Listed on NSE and BSE












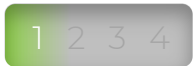



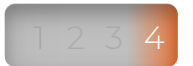







Started new injectable facility

ANVISA certified for Plant 3



2004 ← Build → 2010 ← Strengthen → 2021 ← Accelerate → 2025

Technologically Advanced Manufacturing Capabilities

Location	 Haridwar	 Haridwar	 Haridwar	 Haridwar	 Haridwar	 Haridwar	 Haridwar	 Haridwar	 Kotdwar	 Baddi	 Haridwar
Year	2004	2007	2007	2010	2010	2010	2014	2014	2021	2023	2024
Annual Capacity (Cr units)	649	15	39	244	6	252	2.603	732	17	368	36
Capability	General	General	General	Hormonal	Cosmetics	Ayurvedic / Nutraceuticals	General	β -lactams and steroids	Penem anti-infective	General	General
Dosage Forms	 1 2 3 4	 1 2 3 4	 1 2 3 4	 1 2 3 4	 1 2 3 4	 1 2 3 4	 1 2 3 4	 1 2 3 4	 1 2 3 4	 1 2 3 4	 1 2 3 4
											

Key Accreditations*

*Received by some or all facilities;



Illustrative

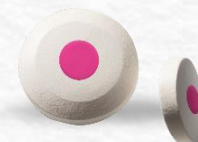
Differentiated Dosage Forms



Tablet
In Tablet



Bi-layered,
Sustained Release
Tablet in Tablet



Inlay
Tablet



Multiple Tablets
in Capsule



Pre-filled
syringes



Lyophilized
Vials



Smart
Tablets



Gummies



Mouth Melting
Powders in Sachet



Tri Layered
Tablet

Innovative In-house Technologies



Key Highlights



1,518 Cr.
Cash Surplus
(566 Cr in FY25)

1,000
DGCI Approvals
(+27 in Q1FY26)

€ 100 Mn
Received as advance
against European
CDMO contract

Zero Liquid
Discharge (ZLD)
implemented across
5 plants

Brazil ANVISA
approval for Plant 3
and **Russia GMP**
granted in Plant 4

20 New Approvals
including 1st EU
Approval
(Rivaroxaban)

44 Dossiers filed – 1st
submission in
Switzerland, Iraq,
and Jordan

Strengthened senior
leadership teams in
IT, Finance and
Strategy

Q1 FY 26

Financial Performance Highlights



Consolidated Performance Highlights



Q1 FY26

1,051 cr

Total Income
(+2.4% YoY)






156 cr
14.8%

Adj. EBITDA
(+208 bps YoY)

65 cr
6.2%

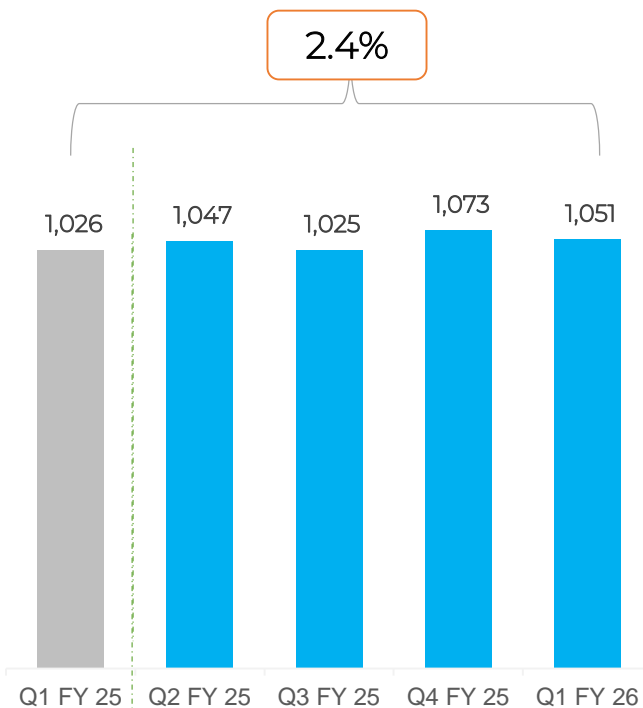
Adj. PAT
(+57 bps YoY)

Segment Break-up

	Business Vertical	Share in Q1 FY26 revenue
	CDMO	79.4%
	Domestic Branded Formulation	10.5%
	API	4.4%
	International Branded Formulation	3.4%
	Trade Generics	2.3%

Consolidated Quarterly Performance Highlights

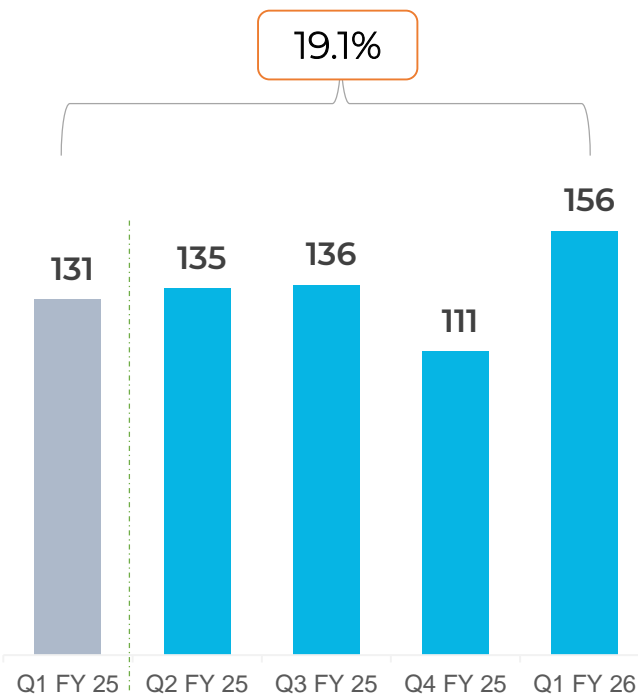
Total Income (INR Cr.)



Adjusted EBITDA¹ (INR Cr)

Margin %

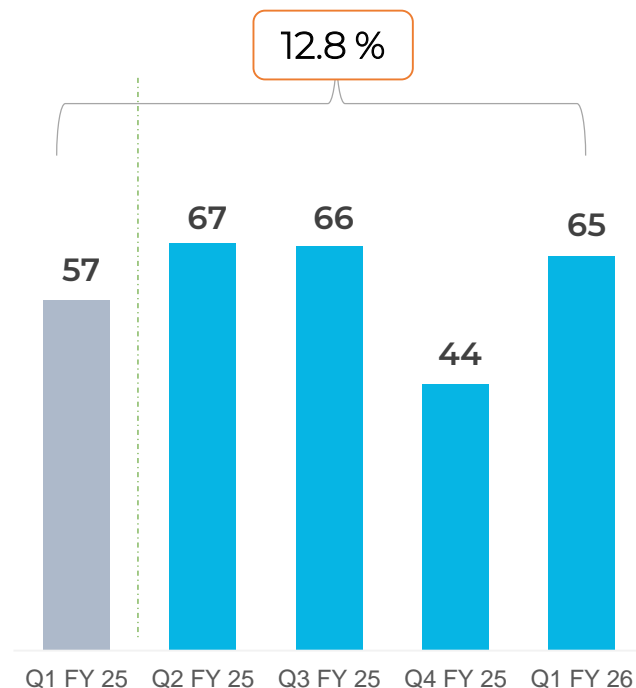
12.7% 12.9% 13.3% 10.4% 14.8%



Adjusted PAT² (INR Cr)

Margin %

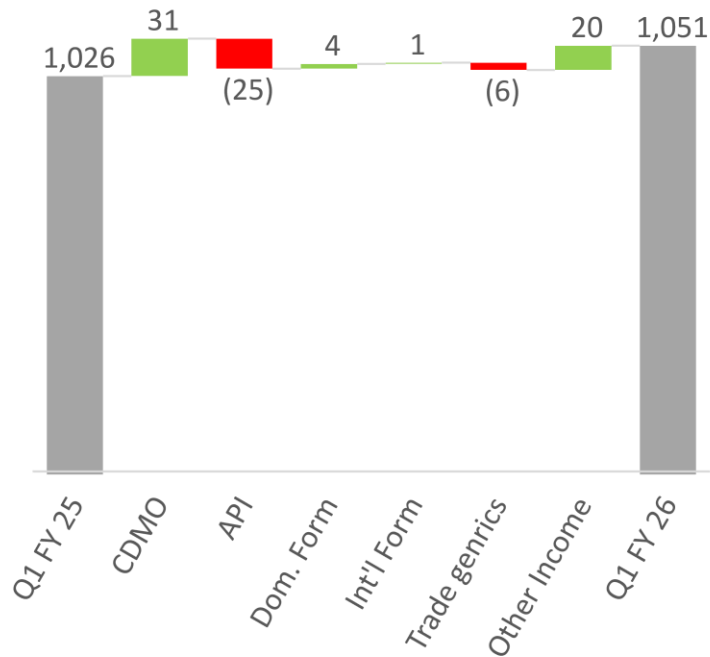
5.6% 6.4% 6.5% 4.1% 6.2%



(1) Adjusted EBITDA = Profit before tax + fair value changes to financial instrument + finance cost + depreciation and amortization ; (2) Adjusted PAT = PAT + Fair value changes to financial instrument - deferred tax created on brought forward losses (INR 106 cr) in Q4 FY 25)

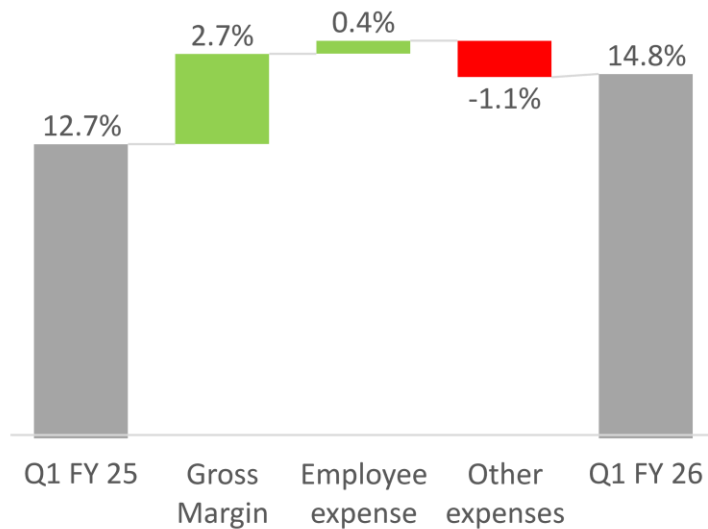
Revenue and Margin Breakdown

Total Income (INR Cr.)



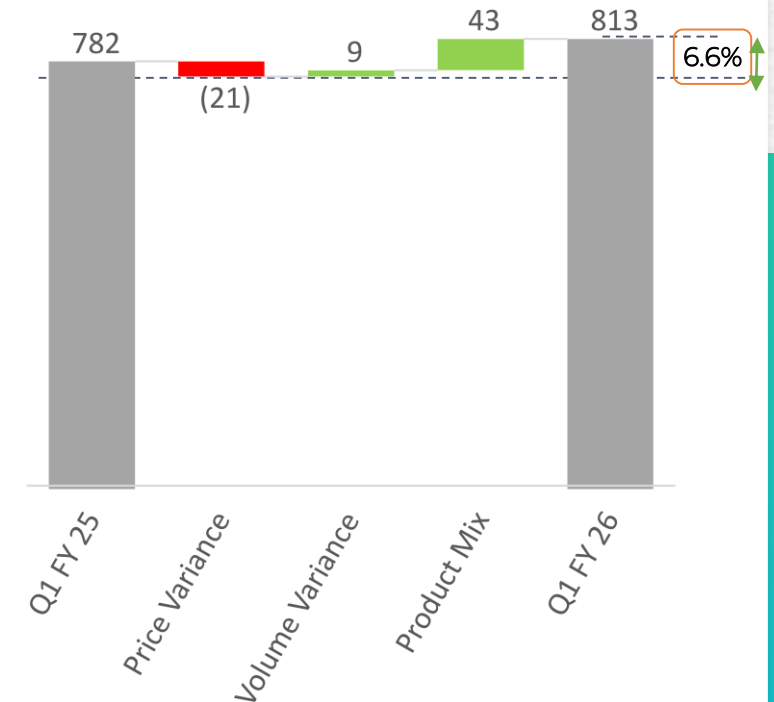
- CDMO growth slow on account of declining API prices and muted volume growth
- Trade Generics and API sales decline as focus was on to minimize losses

Adj EBIDTA %



- Improved gross margins driven by continued focus on niche products.
- Other expenses driven by increased power and fuel costs and provisions.

CDMO Revenue (INR Cr.)

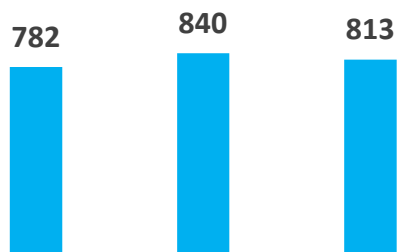


- Despite dip in API prices as well as muted volume growth, CDMO segment grew led by improved product mix

Segmental Quarterly Performance

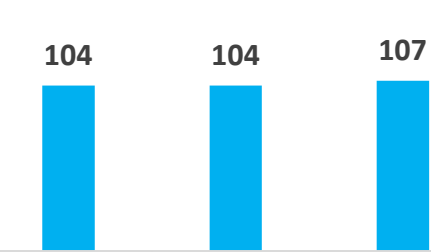
CDMO Revenue

QoQ **-3.1%** YoY **4.0%**



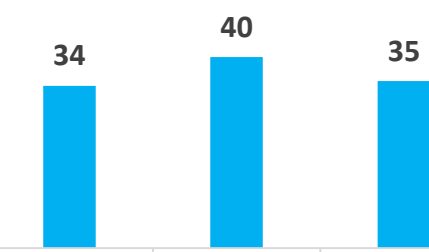
Domestic Branded Formulation Revenue

QoQ **3.7%** YoY **3.4%**



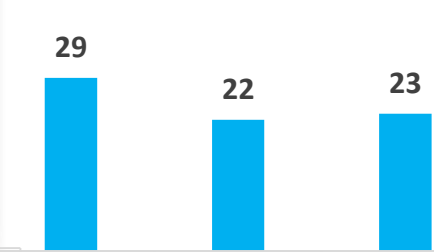
International Branded Formulation Revenue

QoQ **-11.7%** YoY **2.4%**



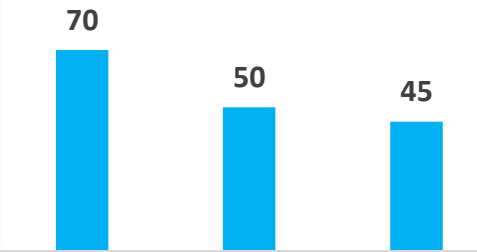
Trade generics Revenue

QoQ **3.8%** YoY **-20.9%**



API Revenue

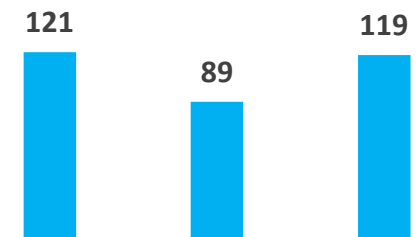
QoQ **-10.2%** YoY **-35.4%**



CDMO EBITDA

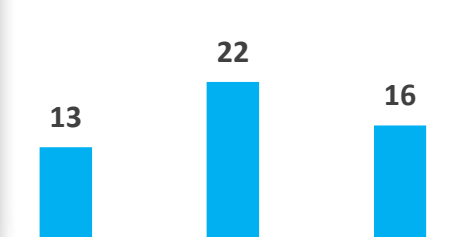
Margin %

15.5% **10.6%** **14.7%**



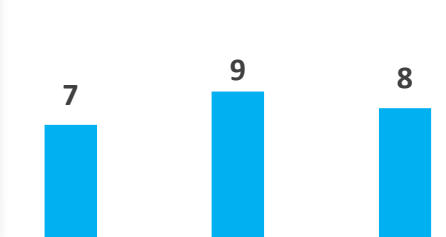
Domestic Branded Formulation EBITDA

12.9% **21.6%** **14.7%**



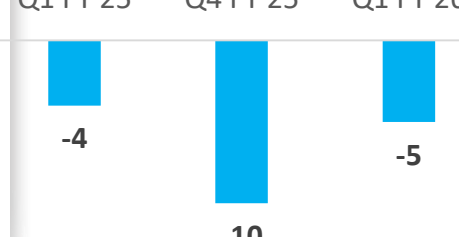
International Branded Formulation EBITDA

21.7% **22.1%** **23.0%**



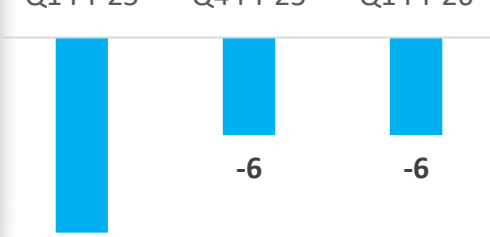
Trade generics EBITDA

Q1 FY 25 Q4 FY 25 Q1 FY 26



API EBITDA

Q1 FY 25 Q4 FY 25 Q1 FY 26



Objects of the offer

Objects (INR Cr)	Amount as per offer document	Utilization as on June 30, 2025	Unutilized Amount
Repayment borrowings of Akums	159.91	159.91	-
Repayment of borrowings of our Subsidiaries	227.09	227.09	-
Funding incremental working capital requirements of our Company	55.00	55.00	-
Pursuing inorganic growth initiatives through acquisitions	27.87	27.87	-
General corporate purposes	167.50	167.50	-
Total	637.37	637.37	-

Thank You

For further information, contact:

IR Desk

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