

Dishman Carbogen Amcis Ltd Dishman Corporate House Iscon-Bopal Road, Ambli, Ahmedabad - 380058 Gujarat, India CIN: L74900GJ2007PLC051338

+91 27 1742 0102 dishman@dishmangroup.com www.imdcal.com



17<sup>th</sup> September, 2025

To,
Department of Corporate Services
BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001.

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

Ref.: Scrip Code No. : 540701 (Equity) : 975834 and 976560 (Debt) Ref.: (i) Symbol – DCAL (ii) Series – EQ

SUB.: REVISED INVESTORS PRESENTATION

REF.: i) REGULATION: 30 OF SEBI (LISTING OBLIGATIONS AND DISCLOSURES REQUIREMENTS) REGULATIONS, 2015

ii) OUR LETTER REGARDING REGULATIONS 30: INVESTORS PRESENTATION DATED  $4^{TH}$  SEPTEMBER, 2025

Dear Sir,

In continuation of our earlier submission dated September 4, 2025 regarding the Investors Presentation, we wish to inform you that certain inadvertent typographical/formatting errors had occurred in the said presentation on Slide number 20 and 23.

Accordingly, we hereby submit the revised Investor Presentation, after carrying out necessary corrections.

The aforesaid presentation is also being hosted on the website of the Company, <a href="www.imdcal.com">www.imdcal.com</a> in accordance with the Regulation 46 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015.



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We request you to kindly take the same on record and disseminate it for the information of stakeholders.

Thanking You,

Yours faithfully, For, Dishman Carbogen Amcis Limited

**Shrima Dave Company Secretary** 

Encl.: As above





# **Discussion Material**

September 2025



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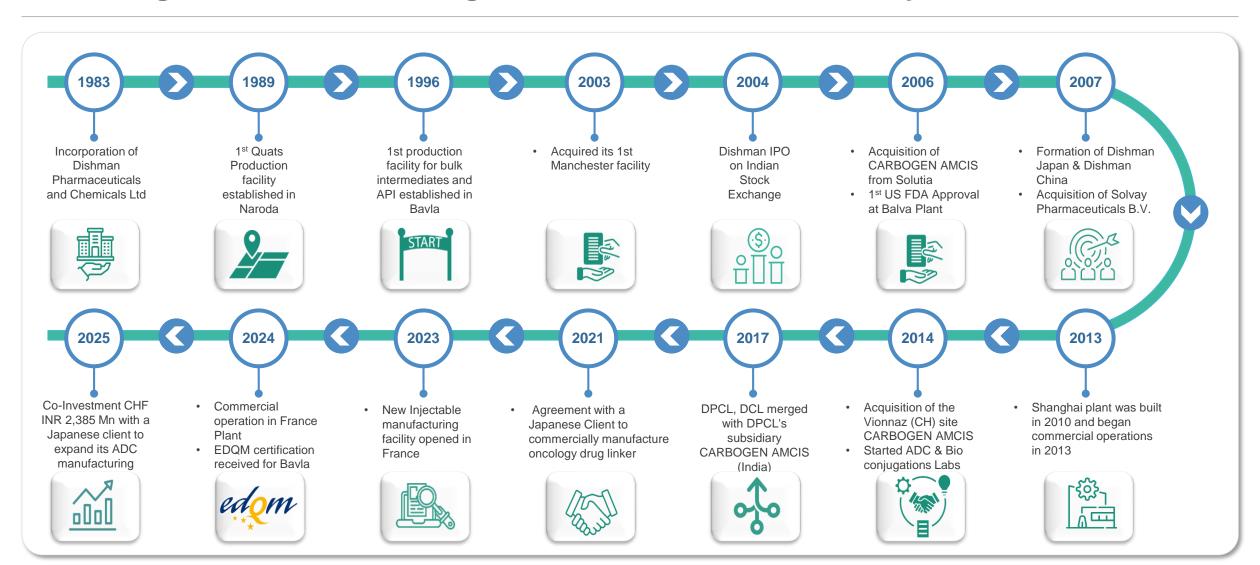
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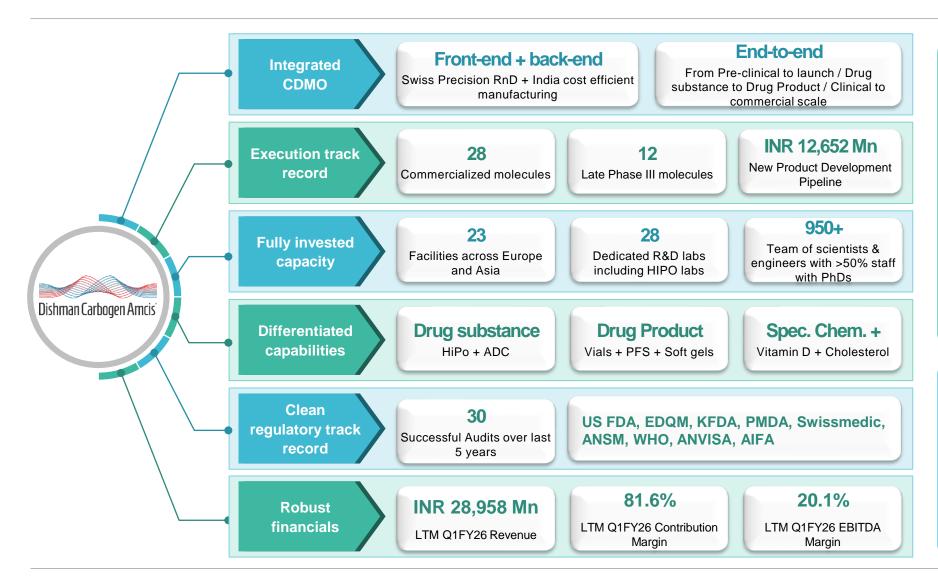
# **Glossary**

- Spec. Chem.: Specialty Chemicals
- DPCL: Dishman Pharmaceuticals & Chemicals Ltd.
- EDQM: European Directorate for the Quality of Medicines & HealthCare
- RFP: Request for proposal
- API: Active Pharmaceutical Ingredient
- FDA: Food and Drug Administration
- HIPo: Highly potent active pharmaceutical ingredients
- CH: Swizerland
- ADC: Antibody-Drug Conjugate
- CHF:Swiss franc
- US FDA: Food and Drug Administration
- PFS: Pre-Filled Syringe
- DS: Drug Substance
- DP: Drug Product
- GMP: Good Manufacturing Practices
- HPLC: High-Performance Liquid Chromatography
- SMB: Simulated Moving Bed
- DOTA: Dodecane Tetraacetic Acid
- RA: Registration Authority
- TBAB:Tetrabutylammonium Bromide
- PTMAC: Percutaneous Transmitral Commissurotomy
- CTAB: Cetyltrimethylammonium Bromide
- QMS: Quality Management System
- LTM: Last Twelve Months

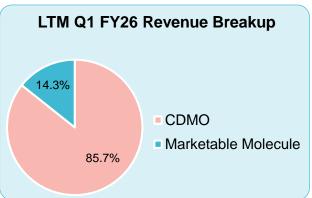
# **Charting Dishman Carbogen Amcis's Growth Story**



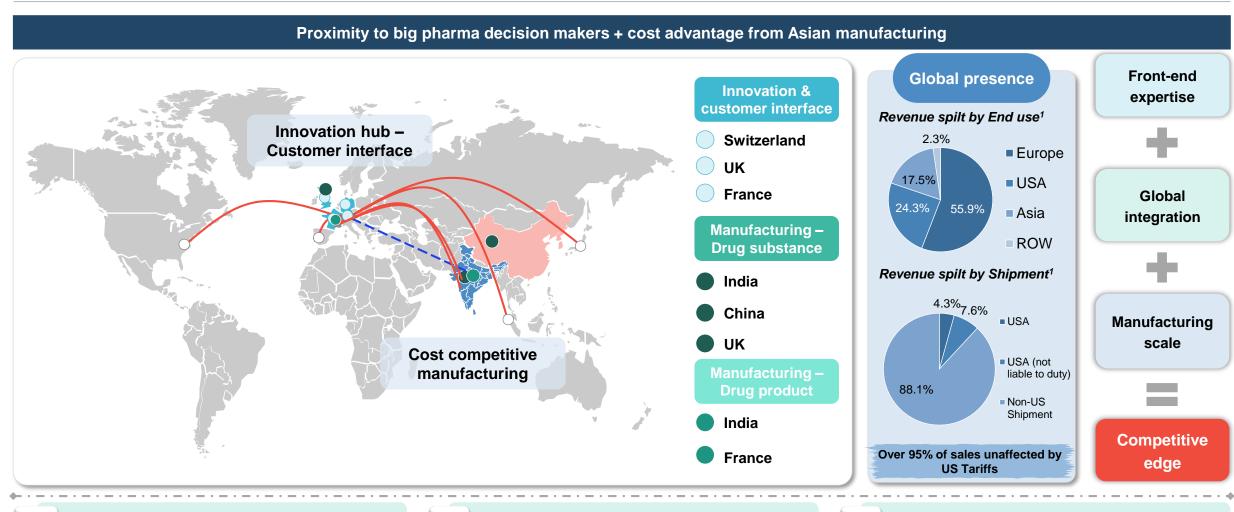
# Partner For Complex, High-value Molecules With A Multi-site, Bi-continental Presence



- Leading global player in High Potency APIs
- Flexible, fully invested manufacturing infrastructure
- Leveraged core sciences to expand into niche API products,
   CDMO services and complex formulations
- Clean regulatory track record with approvals from US FDA, EDQM, KFDA, PMDA, Swissmedic among others
- > 4+ decades of experience



## Global Integrated CDMO – From Innovation Hubs to Scalable Manufacturing



RFP win rate over the last 1 year

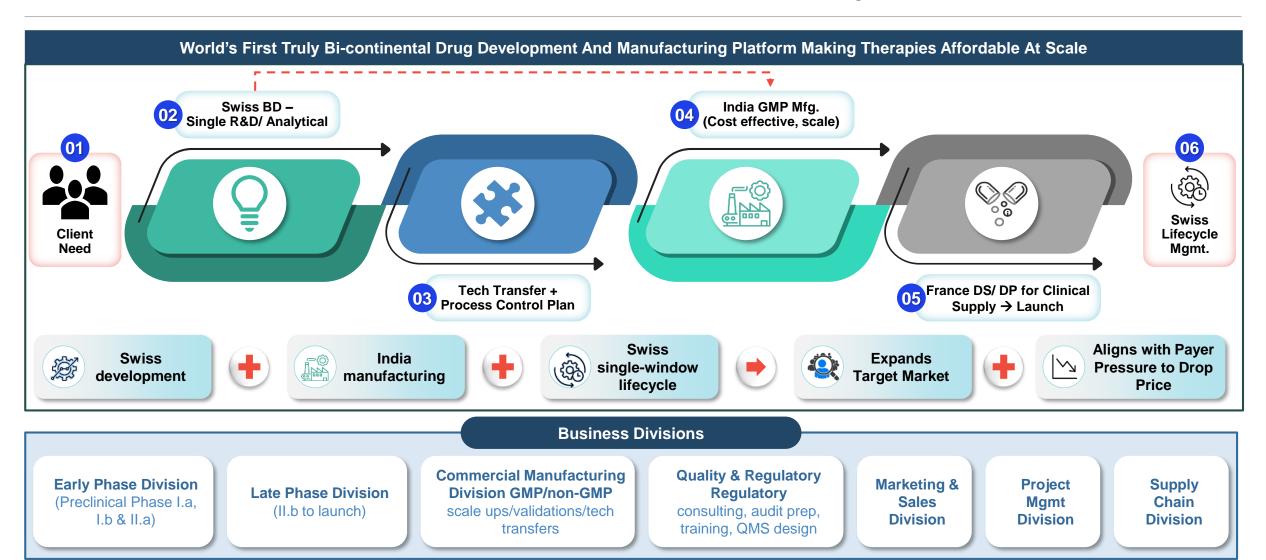
23,094

Orderbook for FY26 (in INR Mn)

100+

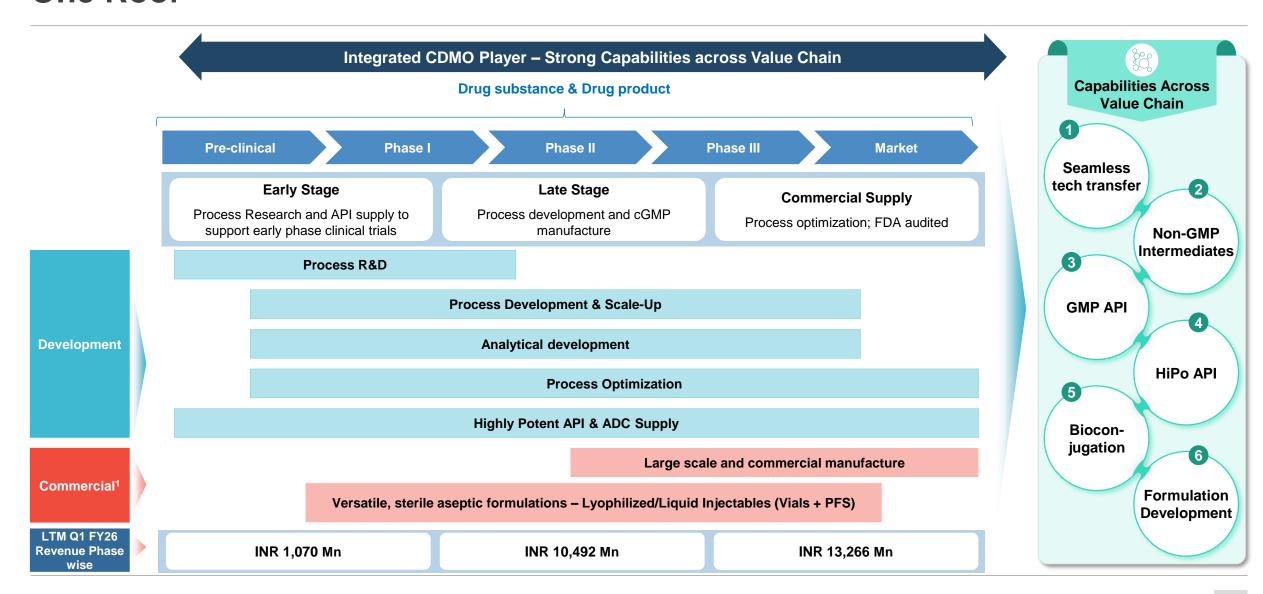
**Total CDMO Clients (API + Formulations)** 

## Swiss Precision, Indian Scale – One Partner for Every Client



Source: Company information, F&S: Frost & Sullivan

# From Pre-clinical Development To Global Commercial Launch – All Under One Roof



## Robust Execution Track Record with High Value Pipeline



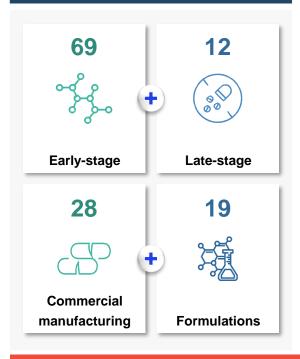
**Execution Capabilities Demonstrated From Development To Commercialization Phase...** 



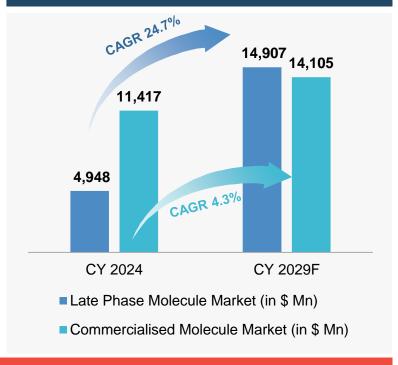
...Leading To Large And Sustained Market
Opportunity

#### High-value therapy areas **CDMO** Revenue **Development** Commercial Formulations LTM Q1 FY26 # of projects # of programs (INR Mn) Antibiotic / 3,380 2 5 **Anti-Viral** 4,757 Oncology 20 2,540 **Ophthalmology** 3 708 Cardiovascular 1 53 14 Others<sup>1</sup> 13,430 Total ~24,800 81 28 19

#### **Diverse mix of Ongoing Projects**

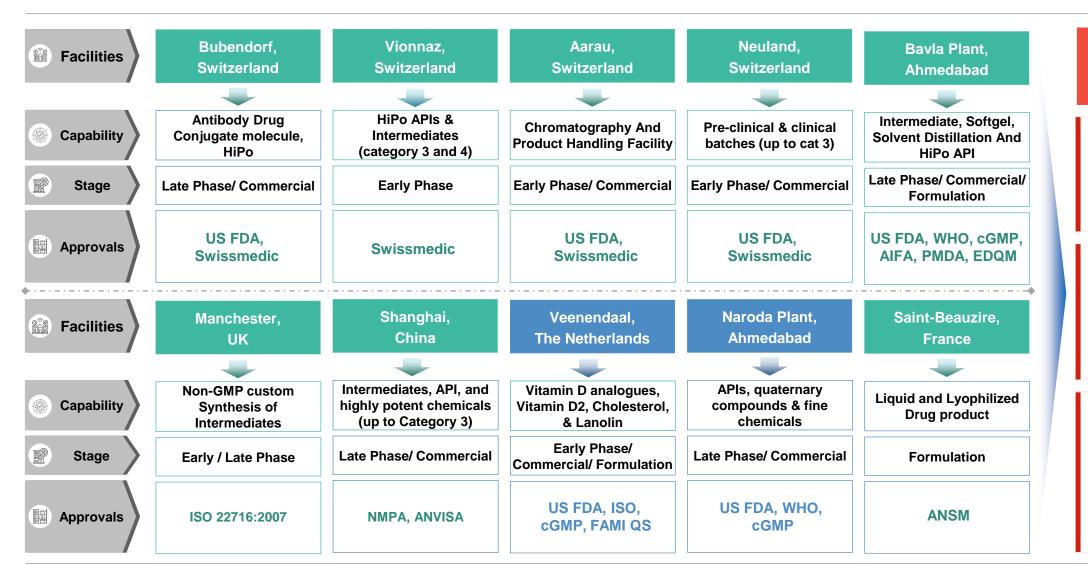


#### Late phase molecule<sup>2</sup> & Commercial market size



**Robust Pipeline Poised for Market Capture** 

## Fully Invested Infrastructure with Advanced Technologies



Highly Potent APIs for clinical trials and commercial use

HiPo facility at Bavla, India – One of the Largest facility in Asia

Containment services, with cGMP compliance

Facilities range from laboratory scale for process research and development to large scale manufacturing

Manufacturing Facility

CDMO

Marketable Molecule

# Differentiated Capabilities – Proven History of Developing Complex Modalities and Techniques



Chromatography (HPLC/SMB)





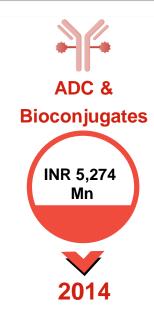
- Set up Center of Excellence for Chromatography in 2000
- 24/7 production-scale HPLC capability since 2007
- Used for purification of HiPo compounds



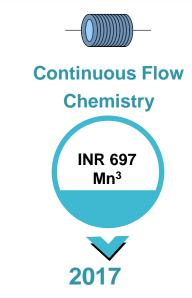
- 2003
- Developed a novel safety concept and multidimensional categorization for HiPo compounds
- Installed infrastructure to handle <10 ng/m³ OEL potency compounds
- Among the first movers globally in HiPo handling with capabilities in Switzerland, India & China



- Entered Drug Product market via acquisition of Creapharm Parenterals
- 2023: Commissioned fully automated aseptic filling facility for HiPo products
- 2025: Received French GMP certification
- Offers seamless integration from Drug Substance to Drug Product



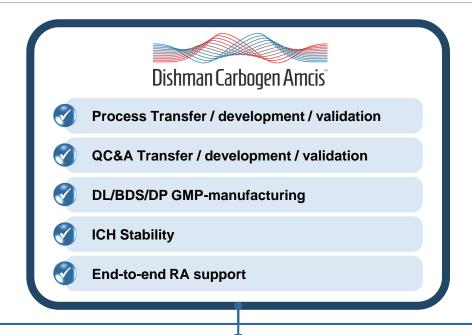
 Installed state-of-the-art bioconjugation labs; scaling infrastructure under way



- Early adopter of Continuous
   Flow Technology
- Developed and GMPvalidated one of the first chemical processes
- Gained strong competitive advantages in scale, efficiency, and safety



# **ADC & Bioconjugation Integrated Business**



#### Bulk Drug Substance GMP-manufacture



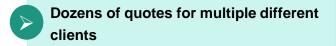
Drug Product
GMP-manufacture

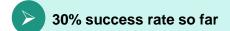


Drug Linker
GMP-manufacture



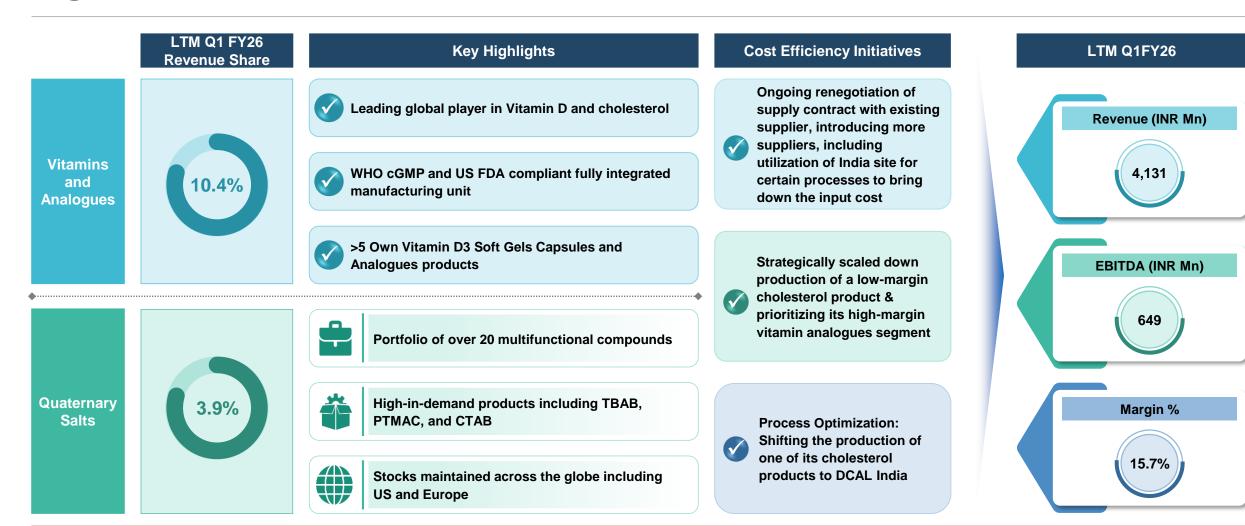
## ADC & Bioconjugation Integrated Business at CGAM / DCAL





- Client base is from small biotech up to the biggest pharma companies
- Successful collaboration agreements with start-up companies
- More alliances with potential partners under discussions (Secure sources for Antibodies and Commercial Supplies)

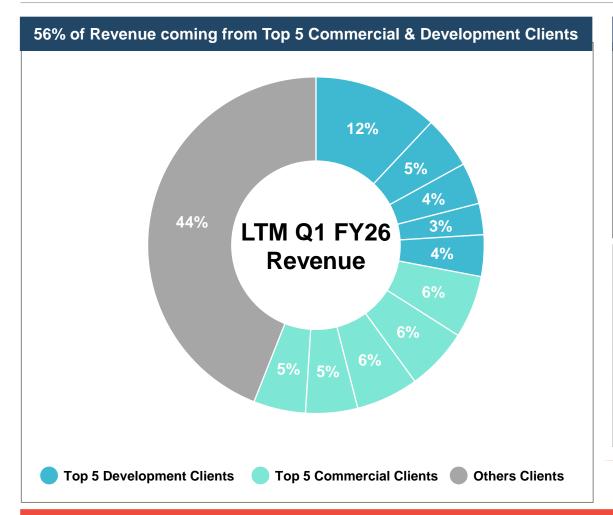
## High-Value Marketable Molecule Portfolio with Established Global Demand

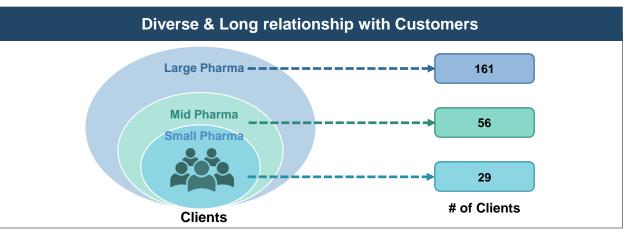


Marketable Molecule Portfolio - Diversification with Stable, Profitable Growth

Source: Company information, F&S: Frost & Sullivan

# Long-standing Relationships With A Large, Diversified And Loyal Customer Base





Development Top 5 Clients	Tenure of relation (Years)	Commercial Top 5 Clients	Tenure of relation (Years)
Large Pharma 1	10	Large Pharma 3	35
Mid Pharma 1	10	Large Pharma 4	10
Mid Pharma 2	20	Large Pharma 5	18
Large Pharma 2	5	Large Pharma 6	18
Mid Pharma 3	6	Small Pharma / Emerging biotech 1	20

CARBOGEN AMCIS entered into an agreement for INR 2,385 Mn & 2<sup>nd</sup> co-investment agreement for INR 2,385 Mn with a large Japanese Innovator

Serving 200+ customers with average tenor of 16+ years<sup>1</sup>

Source: Company information, F&S: Frost & Sullivan

Note: 1: Average tenor taken for top 10 customers



# **Driving Multiple Positive ESG Outcomes**

#### Dishman Carbogen Amcis is Where Innovation Meets Environmental Responsibility







Adoption of 'Green Chemistry' process optimization



Institutionalising responsible policies



Pursuing operational excellence



Upholding Product
Stewardship



Responsible Waste Management



Biodiversity Protection



Invested INR 47 crores to upgrade to fully automated effluent treatment plant and multiple-effect evaporators





Comprehensive Process Hazard Analysis (PHA) conducted at various plants ensures safety & environmental protection





ISO 14001:2015 for EMS, ISO 9001:2015 for QMS and ISO 45001:2018 for Health and Safety Management systems

Dishman Carbogen Amcis's Is a Front-runner in Driving Strong ESG Outcomes

## **Global Management Team**



**Arpit Vyas** 

Global Managing Director



**Harshil Dalal** 

Global Chief Financial Officer



**Stephan Fritschi** 

Chief Executive Officer (CARBOGEN AMCIS)



**François Baduel** 

Global Chief Business Officer



**Paolo Armanino** 

Chief Operating Officer India



**Alan Fischer** 

Chief Technology Officer -CARBOGEN AMCIS



**Martin Schneider** 

Chief Quality & Compliance Officer - CARBOGEN AMCIS



# Dishman Carbogen Amcis : Poised For The Next Phase Of Growth

	Revenue growth initiatives		Operational & cost efficiency initiatives
05	Expanding into niche high-growth areas (eg. ADCs)	05	Renegotiating the pricing contract with its key raw material supplier
04	Close Integration between Dishman and CARBOGEN AMCIS	04	Close Integration between Dishman and CARBOGEN AMCIS
03	Co-investment models with big pharma for sticky, long-term revenue	03	Green chemistry & sustainability
02	France facility expansion with 2 lines	02	IT transformation & Al for faster development
01	80% growth from existing customers, 20% from new clients – Strong account stickiness	01	Shift manufacturing to India's approved facilities

Source: Company information, F&S: Frost & Sullivan

Driving growth through a stronger platform and operational excellence

### Strong Financial Performance with Robust Return Profile



INR 28,958 Mn

LTM Q1FY26 Revenue

9.1%

FY21-25 Revenue CAGR

INR 23,094 Mn

FY26 Orderbook

20.1%

LTM Q1FY26 EBITDA Margin



2,200 / 950

# Employees / Scientific Staff 50% of Technical Staff holding Ph.D 916 KL

Manufacturing Scale

10 Sites

In India, Switzerland, UK, France, Netherlands & China



9.5% / 6.3%

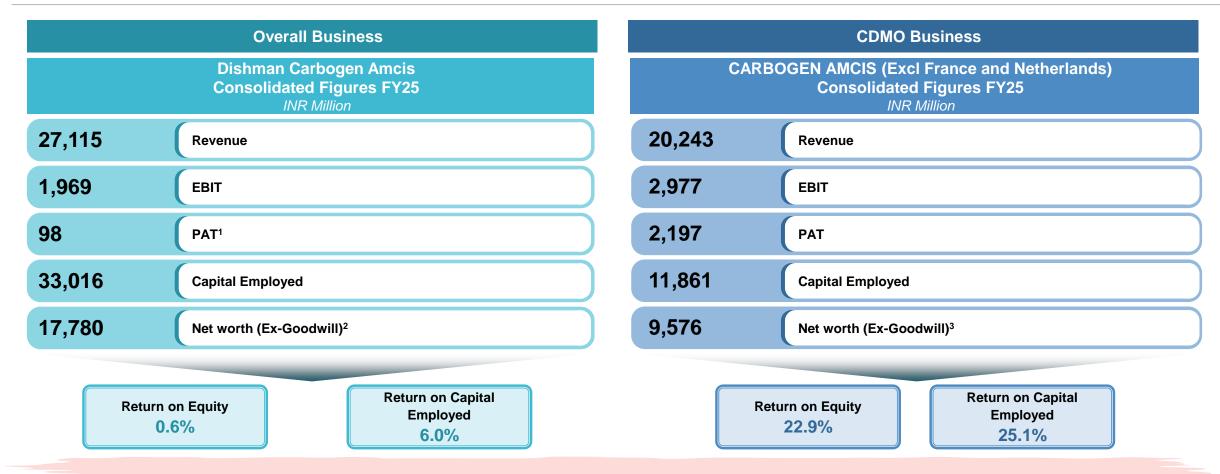
LTM Q1FY26 ROCE / ROE

1.14x

LTM Q1FY26 Net Fixed Assets Turnover 2.79x

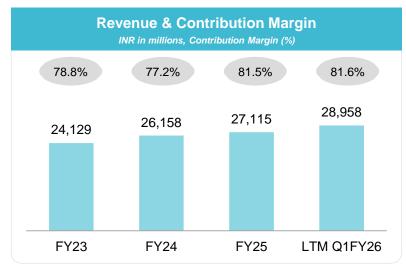
LTM Q1FY26 Net Debt/ EBITDA

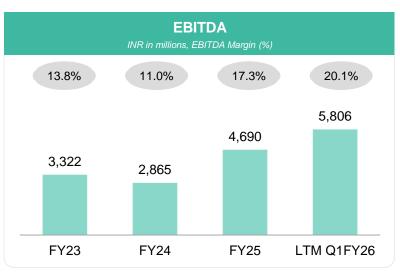
### Beyond the Numbers: Why Consolidated Ratios Miss the Real Story

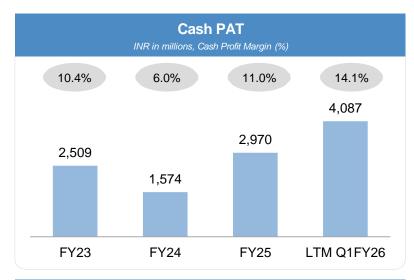


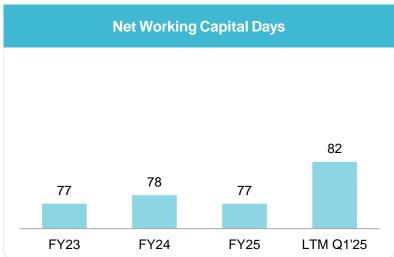
- In recent period, Company's Bavla site in India was re-approved by EDQM, USFDA and PMDA
- New French site recently commenced operations in FY25 and received ANSM approval
- Capacity utilization of both the above sites expected to improve due to higher order inflow

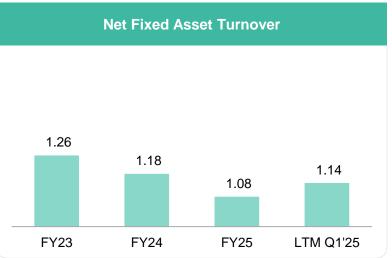
#### **Robust Financial Profile**

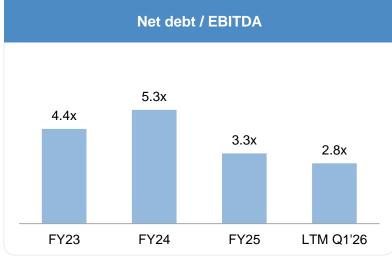












Source: Company information, F&S: Frost & Sullivan

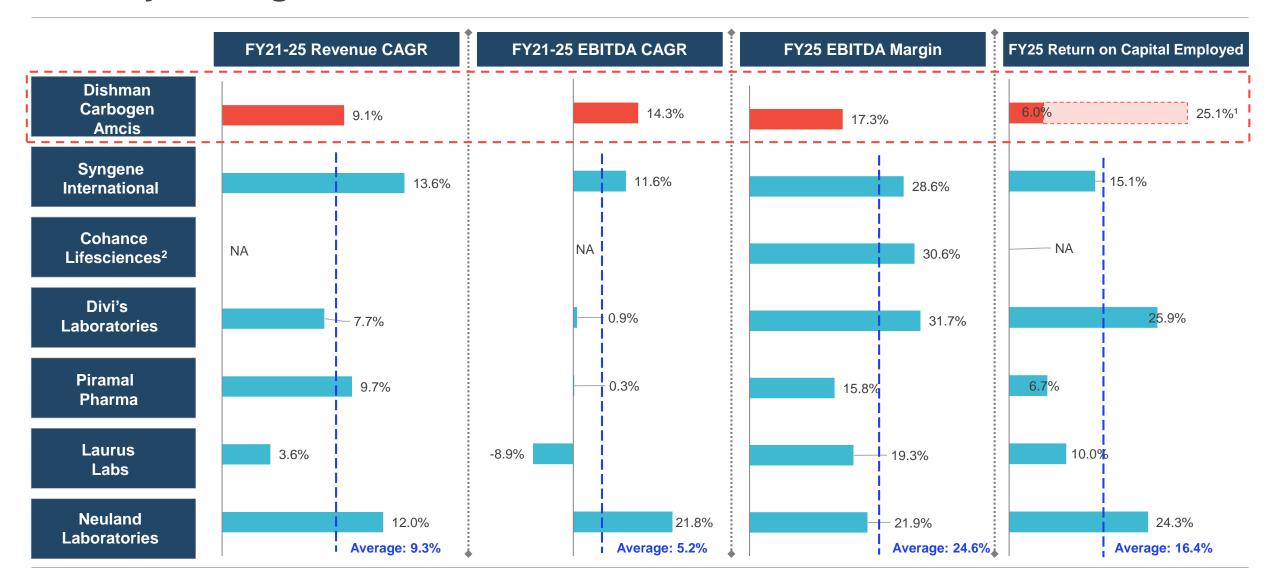
# Benchmarking

# Dishman has most complete offerings across technologies & modalities

		Enzymatic Processes	Biocatalysis	Flow Chemistry	ADC D&M	High Potency Manufacturing	SMB Chromatography	Injectables	Softgels
	Dishman								
	Laurus Labs								
irs	Syngene International								
Indian Peers	Cohance Lifesciences								
lnc	Divi's Laboratories								
	Piramal Pharma								
	Wuxi AppTec Co. Ltd.								
Peers	Lonza Group AG								
Global	Catalent Inc.								
	Siegfried Holding AG								



### **Industry-leading Growth and Return Ratio**



Source: F&S Report

# **Financial Overview**

#### **Consolidated Balance Sheet**

Particulars Particulars Particulars	FY25	FY24	FY23
ASSETS			
Non-current assets			
(a) Property, plant and equipment	26,839	24,591	19,609
(b) Right of use assets	2,355	2,721	2,699
(c) Capital work-in-progress	2,517	5,008	9,963
(d) Investment property	41	43	46
(e) Goodwill	40,536	39,107	38,638
(f) Other intangible assets	778	782	886
(g) Intangible assets under development	2,152	1,449	470
(h) Financial assets			
i. Investments	720	789	721
ii. Loans	17	475	474
iii. Other financial assets	263	220	228
(i) Deferred tax assets (Net)	128	108	140
(j) Non-current tax Assets (Net)	1,281	1,191	1,387
(k) Other non-current assets	361	48	92
Total non-current assets	77,987	76,532	75,351
Current assets			
(a) Inventories	9,002	8,829	8,038
(b) Financial assets			
i. Investments	254	233	1,770
ii. Trade receivables	6,651	4,611	5,899
iii. Cash and cash equivalents	3,411	2,641	1,318
iv. Bank balances other than (iii) above	1,660	1,493	574
v. Loans	36	34	34
vi. Other financial assets	153	134	62
(c) Other current assets	836	1,307	1,489
Total current assets	22,004	19,282	19,184
Total assets	99,992	95,814	94,535

# **Consolidated Balance Sheet (cont'd)**

Particulars Particulars Particulars Particulars	FY25	FY24	FY23
EQUITY AND LIABILITIES			
Equity			
(a) Equity share capital	314	314	314
(b) Other equity	58,002	55,961	57,783
Total equity	58,315	56,275	58,097
LIABILITIES			
Non-current liabilities			
a) Financial Liabilities			
i. Borrowings	11,492	2,456	10,467
ii. Lease liabilities	2,403	2,866	3,237
iii. Other Financial Liabilities	155	0	0
b) Provisions	3,524	3,790	2,332
c) Deferred tax liabilities (Net)	123	393	749
d) Other non-current liabilities	4,732	4,486	1,670
Total non-current liabilities	22,428	13,992	18,454
Current liabilities			
a) Financial liabilities			
i. Borrowings	9,347	17,188	7,779
ii. Lease liabilities	647	616	606
iii. Trade payables	0	0	0
. Total Outstanding dues of Micro Enterprises and Small Enterprises	70	57	13
o. Total Outstanding dues of creditors other than Micro Enterprises and Small Enterprises	2,237	2,384	2,185
iv. Other financial liabilities	2,114	1,830	1,832
b) Other current liabilities	4,378	2,964	5,007
c) Provisions	38	315	525
d) Current tax liabilities (Net)	418	193	38
Fotal current liabilities	19,248	25,547	17,984
Total liabilities	41,676	39,539	36,438
Total equity and liabilities	99,992	95,814	94,535

#### **Consolidated Statement of Profit and Loss**

Particulars	Q1FY26	Q1FY25	FY25	FY24	FY23
Income					
(a) Revenue from operations	7,080	5,238	27,115	26,158	24,129
(b) Other income	248	14	217	282	278
Total income	7328	5,252	27,332	26,440	24,407
Expenses					
(a) Cost of materials consumed	2,056	611	5,930	6,012	6,304
(b) Changes in inventories of finished goods and work-in-progress	-1,075	52	-913	-40	-1,136
(c) Employee benefit expense	3,519	3,168	12,936	12,082	10,299
(d) Finance costs	428	319	1,595	1,200	857
(e) Depreciation and amortisation expense	813	706	2,937	3,109	2,807
(f) Other expenses	1,174	1,112	4,444	5,147	5,235
(g) SaaS IT project cost	-	4	30	92	106
Total expenses	6,915	5,973	26,958	27,601	24,471
Profit / (Loss) before exceptional items and tax	413	-721	374	-1,161	-64
Exceptional items	-26	-54	-181	-61	-482
Profit / (Loss) before tax	387	-776	193	-1,223	-546
Tax expense	153	0	161	312	-248
(a) Current tax	186	9	438	542	301
(b) Deferred tax	-34	-9	-277	-340	-549
(c) Excess / Short provision of Income Tax of earlier years	0	0	0	111	0
Profit / (Loss) for the year	234	-776	32	-1,535	-298

# Consolidated Statement of Profit and Loss (cont'd)

Particulars	Q1FY26	Q1FY25	FY25	FY24	FY23
Other Comprehensive Income					
(A) Items that will not be reclassified to profit or loss					
(a) Remeasurements of the defined benefit plans	2	0	410	-1,344	588
(b) Income Tax impact on above	0	0	-54	173	-76
(c) Equity Instruments designated at fair value through other comprehensive income (refer note no.27B)	0	0	-94	3	-154
(d) Income Tax impact on above	0	0	33	-1	54
(B) Items that will be reclassified to profit or loss					
(a) (i) Movement in Foreign Currency Translation Reserve	3,832	54	1,779	736	2,982
(b) (i) Foreign Exchange Fluctuation in respect of cash flow hedge	-710	9	-101	224	-606
(ii) Tax effect on above	163	-3	36	-78	117
Other Comprehensive Income for the year	3,286	60	2,008	-288	2,905
Total Comprehensive Income for the year	3,520	-716	2,040	-1,822	2,607
Earnings per equity share of face value of `2/- each:					
(a) Basic earnings per share (in `)	1.49	-4.95	0.21	-9.79	-1.90
(b) Diluted earnings per share (in `)	1.49	-4.95	0.21	-9.79	-1.90

#### **Consolidated Statement of Cash Flows**

Particulars	FY25	FY24	FY23
Cash flow from operating activities			
(Loss)/Profit before tax	193	-1,223	-546
Adjustments for			
Depreciation and amortisation expense	2937	3109	2807
Interest Income	-75	-130	-183
Interest Expenses	1595	1200	857
Unrealised foreign exchange (gain)/loss	24	-63	473
Gain on Sale of Investments	-11	-19	-3
Loss on disposal of Property, plant and equipment	10	54	36
Exceptional Items (refer note no. 40B)	181	61	456
Provision for doubtful trade and other receivables, loans and advances (net)	10	-	1
Exchange difference on translation of assets and liabilities, net	-3	-493	-520
Operating profit before working capital changes	4861	2591	3379
Decrease/(Increase) in trade receivables	-1811	1235	-1196
(Increase) in inventories	-245	-852	-1587
Increase in trade payables and others	1276	881	2081
Decrease in other assets	-26	175	325
Cash generated from operations	4056	4029	3001
Income taxes paid	-303	-190	-342
Net cash flows generated from operating activities	3752	3840	2660

# **Consolidated Statement of Cash Flows (cont'd)**

Particulars	FY25	FY24	FY23
Cash flow from investing activities	F125	F 1 2 4	F123
Purchase from property, plant and equipment including Capital work in progress and Capital Advance	-2,168	-3,033	-6,197
Net Proceeds from sale of property, plant and equipment	13	1	15
Net proceeds/(Investment) from/in marketable instruments	-8	1,499	1,159
Investment in Long Term Securities	0	0	-123
(Increase)/Decrease in balance held as Fixed Deposits	-240	-884	53
Loans and Advances (given)	458	0	-3
Interest received	22	121	156
Net cash flows from/(used in) investing activities	-1,922	-2,295	-4,941
Cash flows from financing activities			
Proceeds from non-current borrowings	2,831	1,482	3,322
Repayment of non-current borrowings	-1,096	-978	-1,657
Proceeds from/of current borrowings (net)	-947	688	1,884
Interest paid	-1,510	-986	-733
Proceeed from Finance Leases	232	0	0
Payment of Finance Leases	-31	0	0
Payment of Lease liabilities	-500	-428	-320
Net cash flow generated from financing activities	-1,021	-222	2,497
Net increase in cash and cash equivalents	809	1,278	216
Effects of Exchange Rate	-40	45	0
Cash and cash equivalents at the beginning of the financial year	2,641	1,318	1,102
Cash and cash equivalents at end of the year	3,411	2,641	1,318