



Fermenta Biotech Limited

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Ref: F.No.:908

August 13, 2025

**Corporate Relations
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001**

Dear Sir,

**Sub.: Intimation of Earnings Presentation for Quarter 1 of Financial Year ('FY') 2025-26
[Q1/-FY26]**

Ref: Scrip Code: 506414

Further to our intimation dated August 12, 2025 regarding approval of unaudited financial results (standalone and consolidated) by the Board of Directors for the quarter ended June 30, 2025, we hereby enclose a copy of Earnings Presentation for Quarter 1 of FY 2025-2026.

The said Earnings Presentation will thereafter be uploaded on Company's website at
www.fermentabiotech.com

Kindly take the same on record.

Thanking you,

Yours faithfully,
for **Fermenta Biotech Limited**

Varadvinayak Khambete
Company Secretary and Head - Legal
CS Membership No: A33861

Encl: As above

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Fermenta Biotech Ltd

Q1/FY26 presentation

13 August 2025



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Fermenta provides best-in-class, scientifically-validated nutritional ingredients for the world's leading brands in the pharmaceutical, dietary supplements, food and beverage, veterinary, and animal feed industries.

Our edge? Decades of expertise in global-scale, complex manufacturing, and research-based custom solutions that match or exceed the unique needs and global regulatory requirements of our 400+ demanding customers across 60+ countries.

Q1/FY26 Highlights

Financials (consolidated) without Real Estate

	Q1FY26
Revenue	INR 141.5 crore (up 81% YoY, up 6% QoQ)
EBITDA	INR 35.3 crore (up 625% YoY, up 9% QoQ)

Operational

Human nutrition volume grew by 83% over Q1FY25 and 8% over Q4FY25.

Animal nutrition volume grew by 45 % over Q1FY25 and down by 17% over Q4FY25.

German subsidiary's standalone Q1FY26 revenue was INR 15.7 crore, up 588% from INR 2.3 crore a year ago and 35% over the previous quarter, with EBITDA at INR 5 crore, up 5.9 crore year-on-year and down by 1% quarter-on-quarter.

Incorporated a wholly owned subsidiary focused on environmental solutions, targeting challenges like waste, water, and air pollution management.

MoU with NIFTEM-T to establish a Centre of Excellence for Food Fortification, enhancing public nutrition and food security in India.

Letter of Approval from GAIN, recognizing Fermenta as a global supplier of high-quality premix blends.

Certificate of Suitability (CEP) from EDQM for VITADEE™ 100 SD premix, opening pathways for European market expansion.

Q1/FY26 Highlights

Financials (consolidated) with Real Estate

	Q1FY26
Revenue*	INR 145 crore (up 79 % YoY, up 1 % QoQ)
EBITDA*	INR 37 crore (up 922% YoY, down 9 % QoQ)
Profit after tax**	INR 21.6 crore (vs INR 5.9 crore loss year ago, down 35% QoQ)
EPS after exceptional item**	INR 7.49 (up INR 9.5 YoY, down 37% QoQ)

* Q1FY26 had lower revenue from real estate value unlocking by approx. INR 6 crore over Q4FY25

** Q1FY26 had a **charge** of INR 2.48 crore as against deferred tax **credit** of INR 6.31 crore in Q4FY25

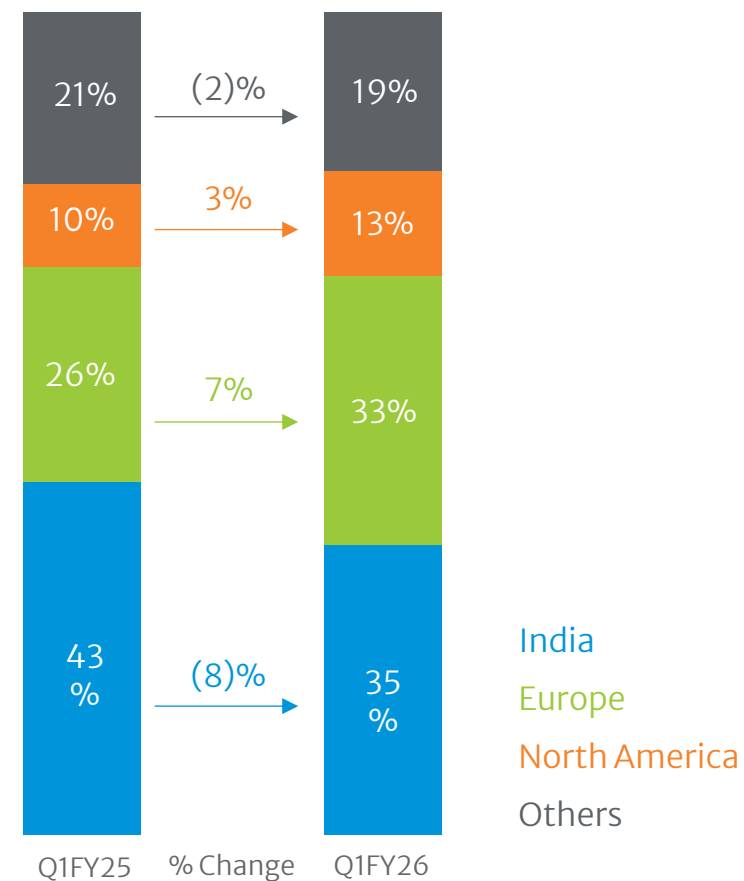
Revenue Mix (Consolidated)

Line of Business

	Q1FY26 (INR crore)	Q1FY25 (INR crore)	YoY change (%)	Q4FY25 (INR crore)	QoQ Change (%)
Nutrition Business	114.6	62.1	85%	107.7	6%
Vitamin D3 – Human Nutrition	84.7	46.0	84%	75.4	12%
Vitamin D3 – Animal Nutrition	21.4	6.0	256%	23.4	(9)%
Others	8.5	10.0	(15)%	8.9	(4)%
Non-Nutrition Business	18.3	13.9	32%	22.0	(17)%
Other APIs and Intermediates	2.0	3.3	(40)%	1.5	29%
Green Chemistry Solutions / Enzymes	9.8	8.5	15%	11.9	(18)%
Environmental Solutions	6.6	2.1	220%	8.6	(23)%
Others***	10.4	5.0	108%	5.4	92%
Value Unlocking					
Real Estate	1.6	0.0	0%	8.6	(81)%

*** Includes rental income, forex gain, insurance claim received, interest received etc.

Geography



Income Statement—Key Numbers (Consolidated)

Amount in INR crores	Q1FY26	Q1FY25	% Change
INCOME			
Revenue from operations	136	78	
Other income	9	3	
Total Income	145	81	79%
EXPENSES			
Cost of materials consumed	23	27	
Purchases of stock-in-trade	16	4	
Change in inventories	8	-2	
Employee benefits expense	20	16	
Finance costs	3	4	
Depreciation and amortisation	6	6	
Other expenses	41	32	
Total Expenses	117	87	35%
PROFITABILITY			
Profit before tax	28	-6	
Tax expense	6	0	
Profit after tax	22	-6	

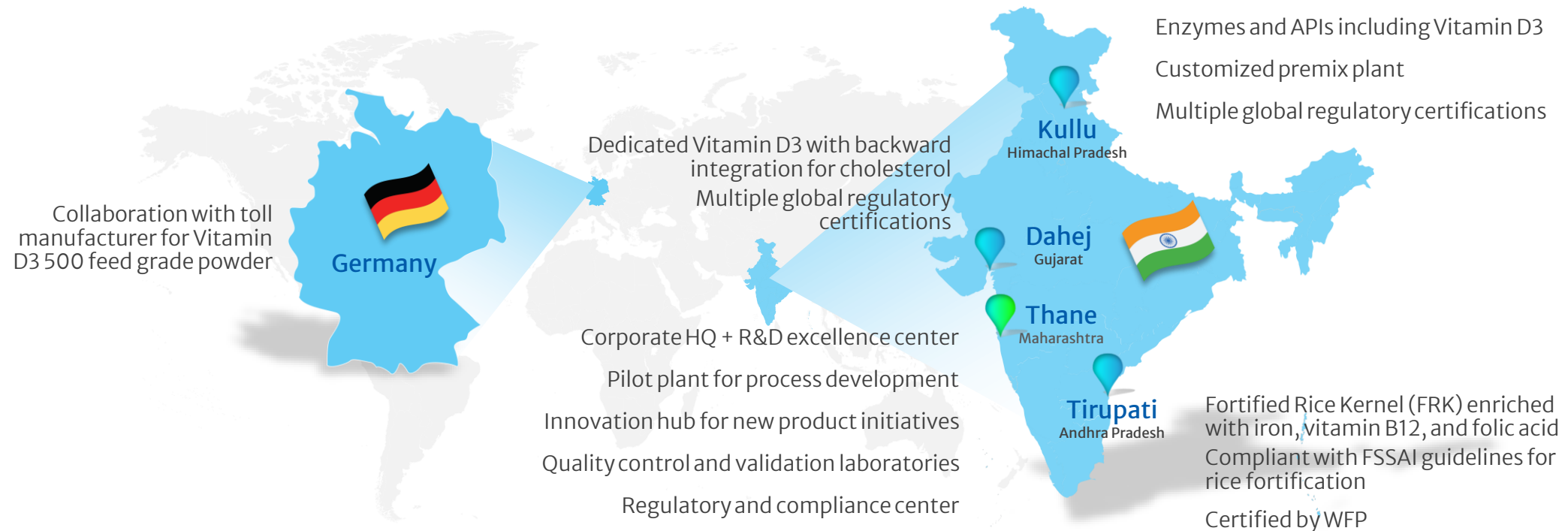
Growth in human & animal nutrition volumes with control on the costs helped achieving turnaround

Lines of Business

Driving innovation across Nutritional Wellness, Health, and Environmental Solutions

Nutrition	Primary revenue source focused on nutritional ingredients for health and wellness industries		
	Vitamin D3 – Human	Vitamin D3 – Animal	Others
	Numerous applications in pharmaceuticals, nutraceuticals, food & beverages industries	Specialized pre-formulations for animal nutrition targeting feed manufacturers offering solutions for ruminants, swine, poultry, companion animals, etc	Vitamin K1, Customized Food Premixes, Fortified Rice Kernels (FRK) and Specialized Nutraceutical Ingredients
Others	Diversified biotechnology and chemical solutions for industrial and environmental applications		
	API & Intermediates	Green Chemistry	Environmental
	Niche pharmaceutical ingredients and custom synthesis for generic and New Chemical Entity (NCE) developers	Enzymatic technologies for eco-friendly processes in chemical, biofuel, and agrochemical industries Biotransformation solutions for sustainable products in home and personal care sectors	Biotechnology-based remediation solutions for water treatment and waste management sectors

Manufacturing and R&D



100+

Scientists & Engineers

15+

Key Certifications

75+

Years of Expertise

400+

Global Customers

Strategic Manufacturing Footprint
Breakthrough Capabilities at Global Scale
Global Trust Indicators

Strategic Partnership Ecosystem



The Collaboration

Strategic Value

Abbott	Global healthcare company specializing in diagnostics, medical devices, and nutrition	Vitamin D awareness campaigns Print and audiovisual educational materials	Extends our reach to healthcare professionals and patients
NIFTEM	Premier food technology institute under Ministry of Food Processing Industries	Fortification of biscuits and juices with VITADEE™ Green Development of Fortified Rice Kernels (FRK)	Adds government-backed credibility to our fortification initiatives
Informa Markets	Leading global exhibition organizer for multiple industries	Exhibition participation • Conference sponsorship Vitamin D awareness activities	Enhances market visibility and creates industry networking opportunities
HADSA	Health Food and Dietary Supplements Association for nutraceuticals in India	Committee membership for annual conference Platinum sponsorship CEO panel discussions and speaker sessions	Strengthens our position in India's regulatory and industry landscape
GAIN	Global Alliance for Improved Nutrition combating worldwide malnutrition	Supporting DFQT+ digital traceability solution Improving quality assurance in fortification programs	Demonstrates our commitment to global nutrition challenges

Amplifies market reach | enhances technical capabilities | strengthens industry influence | expands social impact

Across the entire nutrition and fortification value chain

Certifications

Comprehensive certifications demonstrate our commitment to meet diverse customer needs and global standards of quality, safety, sustainability, and ethical production.



Adherence to stringent guidelines for European pharmaceutical markets



Confirms ingredients and manufacturing processes comply with community-specific dietary requirements



Compliant with Global food safety standards



Confirms ingredients and manufacturing processes comply with community-specific dietary requirements



Vegetarian friendly



Meeting global vegan standards



Approval for participating in United Nations Rice Fortification Programs



GMP approval for dietary supplements



Ensures global food safety management



Tests, inspects, and certifies products to meet quality and safety standards across industries



US regulatory approval for safety standards involving food and dietary supplements



Ensures products are consistently produced according to quality standards appropriate for their intended use and as required by marketing authorization



For specialty feed ingredients and their mixtures, ensuring feed safety in the animal nutrition industry



Systematic preventive approach to food safety that identifies, evaluates, and controls hazards in the production process



GAIN Premix Facility approval for global micronutrient premix tenders

Note: Product specific; site specific

Fermenta's Value Proposition



Society

Contribute to global health and preventive care through nutritional ingredients

Support life productivity across human and animal populations

Address environmental challenges with custom and green chemistry solutions

Best-in-class, science-backed
nutritional ingredients

Diverse market segments: Pharmaceuticals,
Dietary Supplements, Food & Beverages,
Veterinary, Nutritional Premixes

Meet exacting standards of leading global brands
in pharma, dietary supplements, food, veterinary,
and animal feed industries

Research-based custom solutions
tailored to specific needs

Comprehensive portfolio of vitamins, nutritional
premixes, premium ingredients

Customers

Our core vision

Nutritional
wellness for all.
On every plate.
In every meal.

Investors

Market leadership in Vitamin D3

Integrated business model

State-of-the-art manufacturing

Decades of expertise in high-value manufacturing

Global scale of operations

Strong R&D and continuous innovation leading to
cost/environmental/bioavailability benefits

Robust financial performance





Diversified revenue streams across multiple product
lines and market segments and applications, as well as
from value unlocking from assets

Deep relationships with leading brands in human/
animal health and nutrition; food & beverages

Strategy Map



Our Mission Global nutritional wellness while creating value for society, customers, and investors.

Financial		Financial Performance and Investor Value Drive consistent, industry-leading financial results Optimize asset value to maximize investor returns Ensure sustainable growth through balanced organic and acquisition strategies		
Sales		Customer-Centric Approach Target key sectors: Pharma, Supplements, Food & Beverage, Veterinary, and Premixes Exceed rigorous quality standards required by global industry leaders Cultivate strategic relationships with premier brands across health and nutrition		
Expansion		Market Expansion & Inorganic Growth Solidify Vitamin D3 global market dominance Intensify presence across current 60-country footprint Execute strategic acquisitions to rapidly expand product capabilities Form key partnerships to penetrate new markets and strengthen positioning Integrate complementary technologies to accelerate innovation pipeline		
Internal Process		Operational Excellence Maximize advanced manufacturing capabilities Capitalize on decades of specialized high-value production expertise Implement integrated business approaches for superior efficiency	Innovation and Product Development Deploy cutting-edge R&D to create science-backed nutritional innovations Broaden premium vitamin, nutritional premix, and ingredient portfolio Deliver targeted research-based solutions for specific customer challenges	Sustainability and Social Responsibility Advance global health through innovative preventive nutrition solutions Enhance productivity and wellbeing across human and animal populations Pioneer environmental solutions through green chemistry innovations
Organizational Learning		Capability Development Develop specialized expertise in nutritional science and formulation Build research capabilities to stay at the forefront of nutritional innovation Cultivate cross-functional expertise across sectors and markets		

accelerate expansion | diversify offerings | strengthen market position

The Opportunity

Leverage Fermenta's strengths towards meeting evolving consumer needs and regulatory requirements across diverse markets



India

- ✓ Preventive health awareness
- ✓ Growing middle class
- ✓ Govt health initiatives
- ✓ Food fortification
- ✓ Functional food growth
- ✓ Animal nutrition demand
- ✓ Personalized nutrition



Global

- ✓ Nutritional supplements
- ✓ Aging drives vitamin D
- ✓ Fortified food markets
- ✓ Clean label growth
- ✓ Pet nutrition market
- ✓ Prevention over cure
- ✓ Hidden hunger focus



Innovation Drivers

- ✓ Nutrigenomics
- ✓ Natural/organic solutions
- ✓ Functional food delivery



Cross-cutting Trends

- ✓ Preventive health awareness
- ✓ New delivery systems
- ✓ Eco-friendly focus
- ✓ Supply chain visibility
- ✓ Immune health focus



Regulatory Opportunities

- ✓ Evolving regulations
- ✓ Global standards
- ✓ Science-backed efficacy

R&D Focus Areas & Achievements

	Focus	Key Achievements	Future Directions
API	Product pipelines Process improvement Yield enhancement	Commercialized 11 products including Vitamin K1, Cholesterol, Lanolin derivatives Cost optimization for Vitamin K1 process Enhanced Phenylamidol HCl process	Calcifediol commercialization VITADEE™ Green VITADEE™ SD (Spray Dried) Lanolin derivatives for cosmetics, lubricants
Biotechnology	Molecular biology Fermentation	Developed in-house TL Lipase & Dual Locus Created 'Penmox Enzyme' for one-pot synthesis Patented technologies	New lipase portfolio API enzyme applications Oleo chemistry & Biodiesel
Pre-formulation	New ingredient versions Premix development Pilot-scale Innovation	Commercialized 10 vitamin products Developed premixes for multiple categories (rice, flour, oil, milk fortification) Filed patents for Vitamin D3 100 SD and Calcifediol	Calcifediol 1.25% commercialization WFP FRK premix development RUSF & RUTF premixes

Strategic Portfolio for Future Growth



OD3 Spray-Dried Vitamin D3

- ✓ Patented 100,000 IU/g pharmaceutical-grade technology with CEP certification
- ✓ Protected Technology: Patent-secured process with limited competition
- ✓ From the pioneers of Vitamin D3
- ✓ Premium Application: Superior stability for pharmaceutical formulations
- ✓ Strategic Advantage: Essential European market access certification

V VITADEE™ Green

- ✓ Plant-based Vitamin D3 with clean-label for vegan supplement markets
- ✓ Market Differentiator: Phytosterol-derived vegan alternative
- ✓ Quality Assurance: Only Multi-compendial standards of Vitamin D3 40 MIU/g purity
- ✓ Competitive Edge: Higher purity & stability vs lichen-derived options
- ✓ Market Expertise: 55+ years manufacturing experience

K1 Vitamin K1

- ✓ Strategic expansion into essential vitamin with limited global manufacturing
- ✓ Exclusive Position: Among few global vitamin K1 manufacturers
- ✓ Product Portfolio: API USP (oil) and 5% SD (spray-dried powder)
- ✓ Multi-Sector Appeal: Pharmaceutical, food, and nutraceutical applications
- ✓ Critical Function: Essential for blood clotting and bone health

P Customized Premixes

- ✓ Equipped with advanced instrumentation and pilot-scale equipment, the lab allows us to simulate real-world manufacturing conditions, conduct small-scale formulation trials, and rapidly iterate based on customer feedback
- ✓ Collaborates closely with clients to co-develop solutions that are tailored to specific application needs — whether it's for dietary supplements, functional foods, or beverages
- ✓ Ensures that every premix is designed for optimal uniformity and shelf-life stability, delivering reliable performance in both dry and liquid formats

Clean-Label Growth Opportunity | Pharmaceutical Leadership Position
Limited Competition Advantage



Thank you

Sumesh Gandhi – CFO

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Fermenta Biotech Ltd

