



Alembic Pharmaceuticals Limited

Investor Presentation Q1 FY27

Safe Harbour Statement



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.

Quarterly Snapshot



Revenue INR **21.50 Bn**

+26% YoY

EBIDTA before R&D

INR **5.23 Bn**

EBIDTA Margin ~**24%**

+23% YoY

R&D **9%** of revenue

+29% YoY

EBITDA after R&D **16%**
of revenue

+21% YoY

Reported PAT

INR **1.73 Bn**

Net Profit Margin **8%**

+12% YoY

Key Highlights

Revenue

India Branded Business

7% YoY growth with quarterly revenues of INR 6.42 billion.

US Formulation

49% YoY growth, driven by key product launches and volumes.

Ex-US Formulation

17% YoY growth with continued focus on expanding offerings and strengthening market reach

API

33% YoY growth, supported by a strong order book

Profitability

Post R&D EBITDA +21% YOY

Supported by operating leverage expansion amidst planned strategic expansion in US branded business and R&D pipeline focusing on peptide development and increased filings.

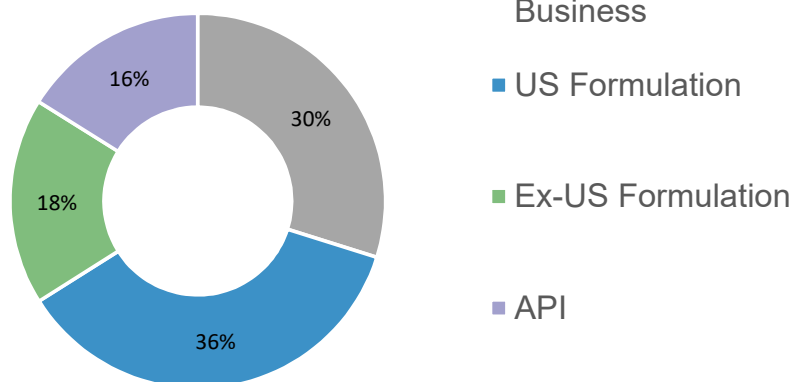
Revenue Summary



INR Bn

Business	Q1 FY26	Q1 FY27	Y-o-Y	Q4 FY26	Q-o-Q
Formulations					
India Branded Business	5.99	6.42	7%	5.68	13%
US	5.23	7.78	49%	5.64	38%
Ex-US	3.28	3.83	17%	3.69	4%
API	2.61	3.46	33%	3.47	0%
Total Revenue	17.11	21.50	26%	18.48	16%

Q1 FY27



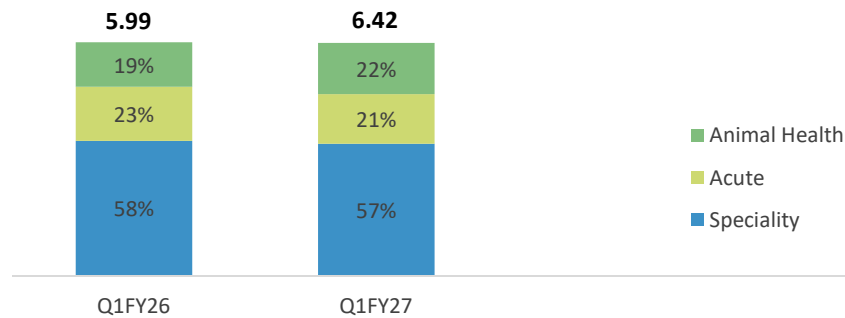
India Branded Business – Performance



Revenue Q1 FY27

Growth: 7%

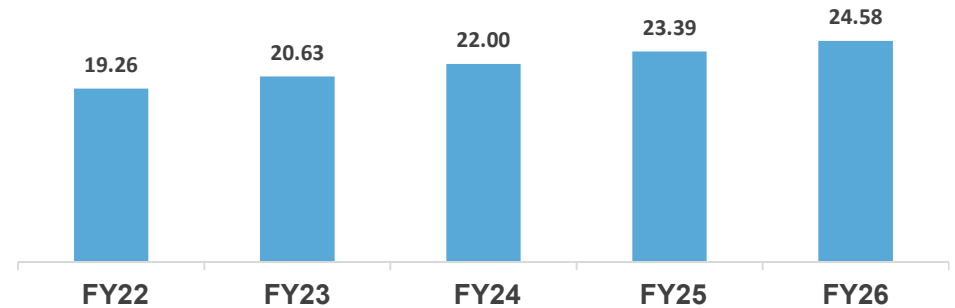
INR Bn



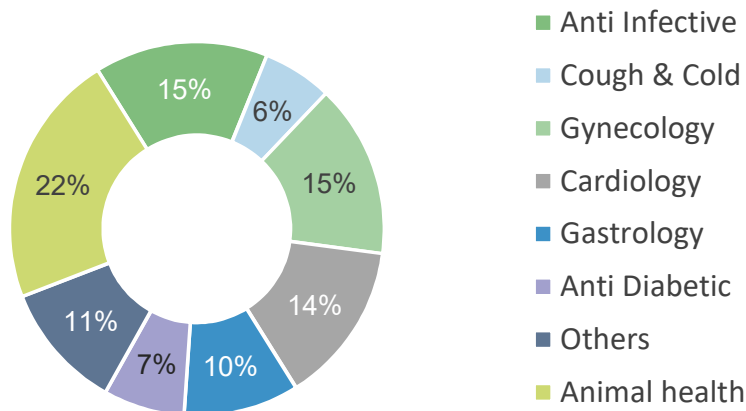
Revenue Trend

CAGR: 6%

INR Bn



Sales Mix Q1 FY27



- > The India Branded Business recorded 7% growth with revenues of INR 6.41 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 5,800+ Medical Representatives across 21 marketing divisions.
- > Holds a 1.1% market share of the Indian pharma space.*
- > Five flagship brands have surpassed INR 1 billion in sales.*

India Branded Business – Rx Driven Rankings

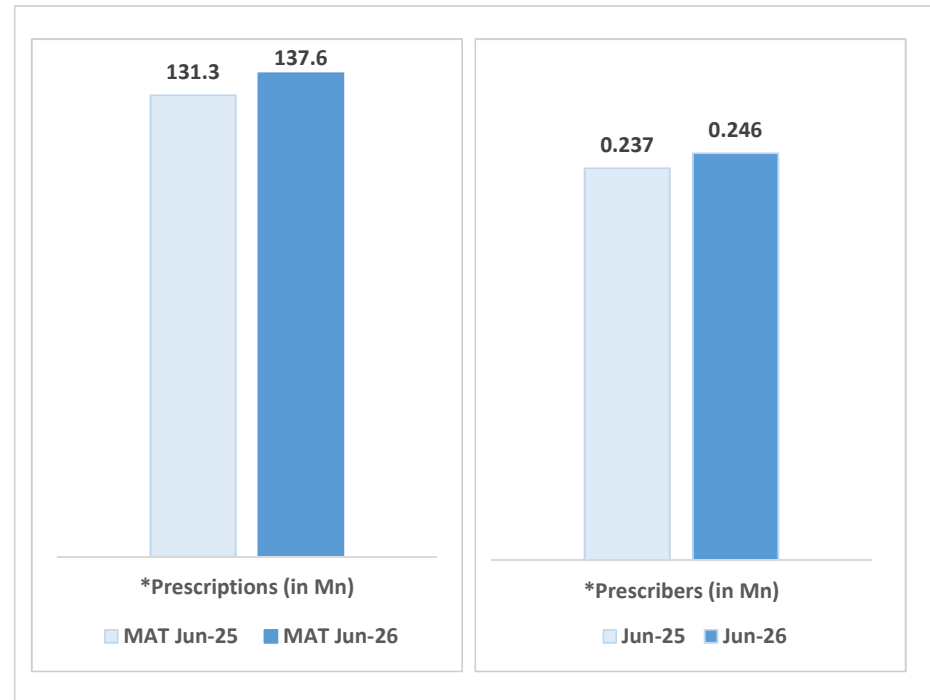


Top Brands with Rank and Market Share

BRANDS	Rank Q1 FY 27*	MS% Q1 FY 27*	BRANDS	Rank Q1 FY 27*	MS% Q1 FY 27*
AZITHRAL	1	34.8	FREEGO	2	8.8
CRINA-NCR	1	31.7	WIKORYL	3	10.9
ALTHROCIN	1	87.8	ISOFIT	3	5.6
ROXID	1	95.1	BROZEET-LS	3	6.4
DELTONE	1	52.0	ULGEL	3	7.9
GERIJOINT	1	33.9	CLOFF	3	11.2
ELATA	1	52.4	VELDROP	3	4.5
CETANIL	2	6.9	ETRIK	4	5.5
GESTOFIT SR	2	18.5	BILAMBIC-M	4	5.8
LACTONIC	2	22.9	OVIGYN DH	4	11.0
ESTROPLUS	2	15.4	TELLZY	5	3.8
ISOFIT SR	2	35.1	SHARKOFERROL	5	5.1
TRAVISIGHT	2	19.8	BLADMIR	5	6.5
UNIGOLIX	2	13.8	HARMONI	5	5.1

* Above market growth is based on the respective molecule group.

Driving Overall Prescription Business



- > Alembic ranks 17th by prescription volume, with a total of 137.6 million prescriptions (MAT Jun 2026).

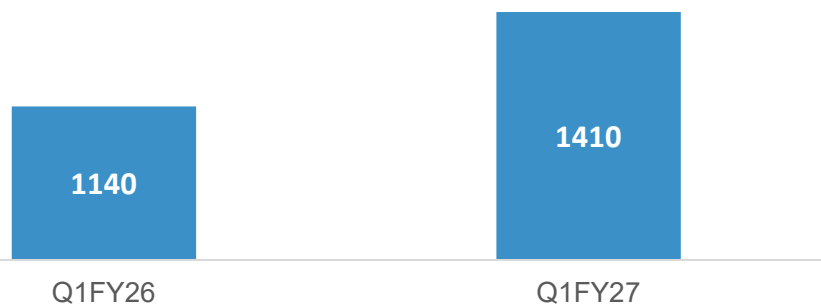
Animal Health Business



Revenue Q1 FY27

Growth: 24%

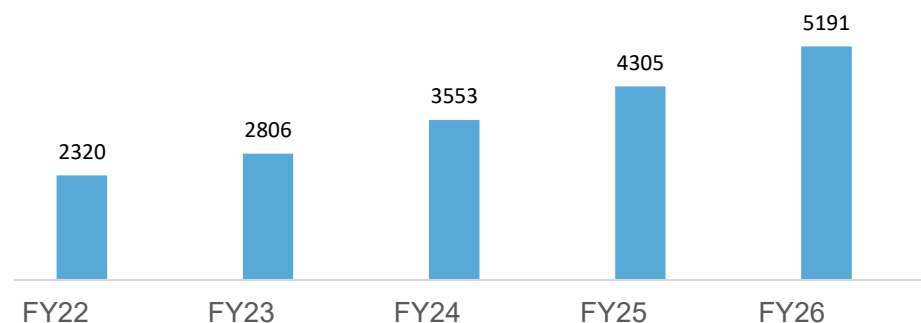
INR Mn



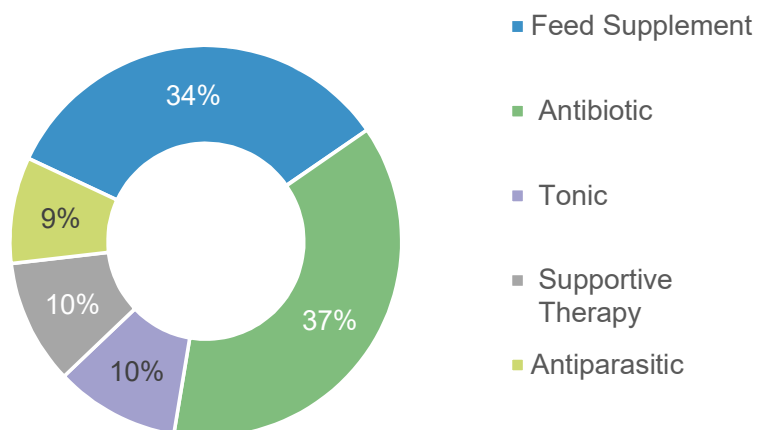
Revenue Trend

CAGR: 22%

INR Mn



Sales Mix Q1 FY27



- > 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 24% 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	6	3	5	26

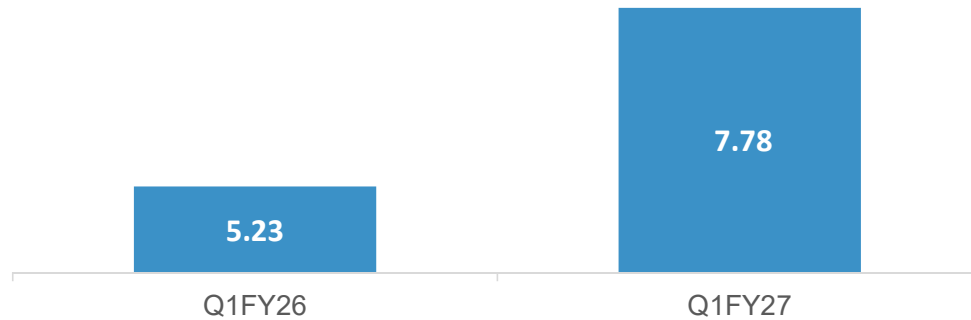
US Business



Revenue Q1 FY27

Growth: 49%

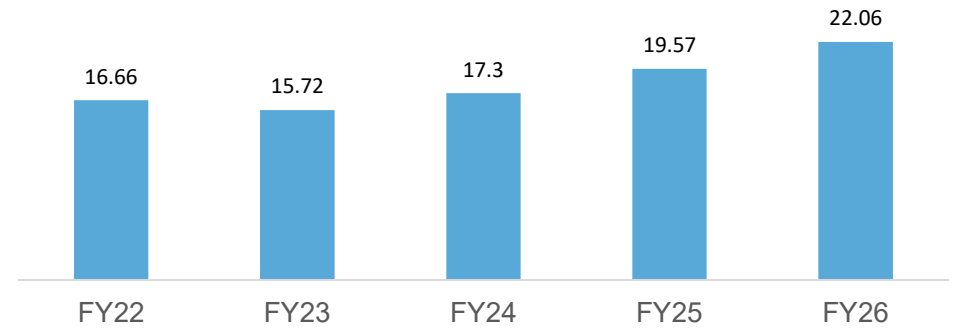
INR Bn



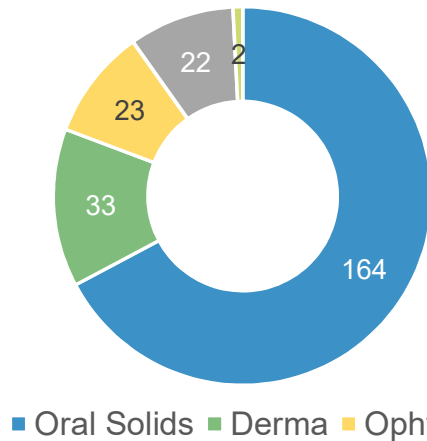
Revenue Trend

CAGR: 7%

INR Bn



Approved ANDAs



Total 244*

* Includes 20 Tentative Approvals

Q1FY27 : 4 ANDA Filings, 10 Approvals.

Cumulative : 279 ANDA Filings, 244 approvals and 185 Products Launched so far.

- > Established US front-end with a strong customer base.
- > 7 products launched in Q1 FY27 with a total number of 185 products commercialized as on date.
- > Pipeline includes 15+ product launches expected in FY27.
- > Focused on strategically evolving the portfolio and pipeline across complex platforms and specialty segments.
- > Pivya soft launch completed with encouraging market response; portfolio expansion progressing through the addition of Nuessa.

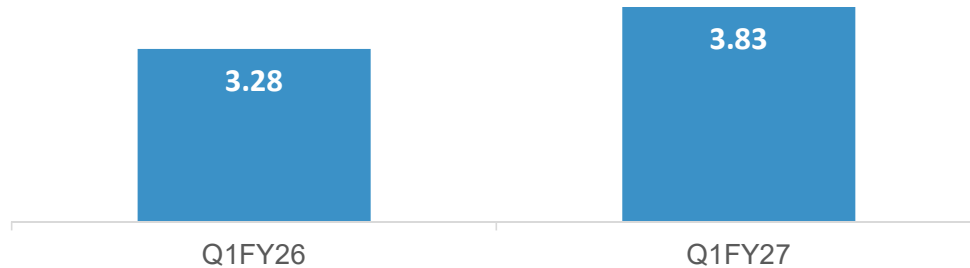
Ex-US Business



Revenue Q1 FY27

Growth: 17%

INR Bn

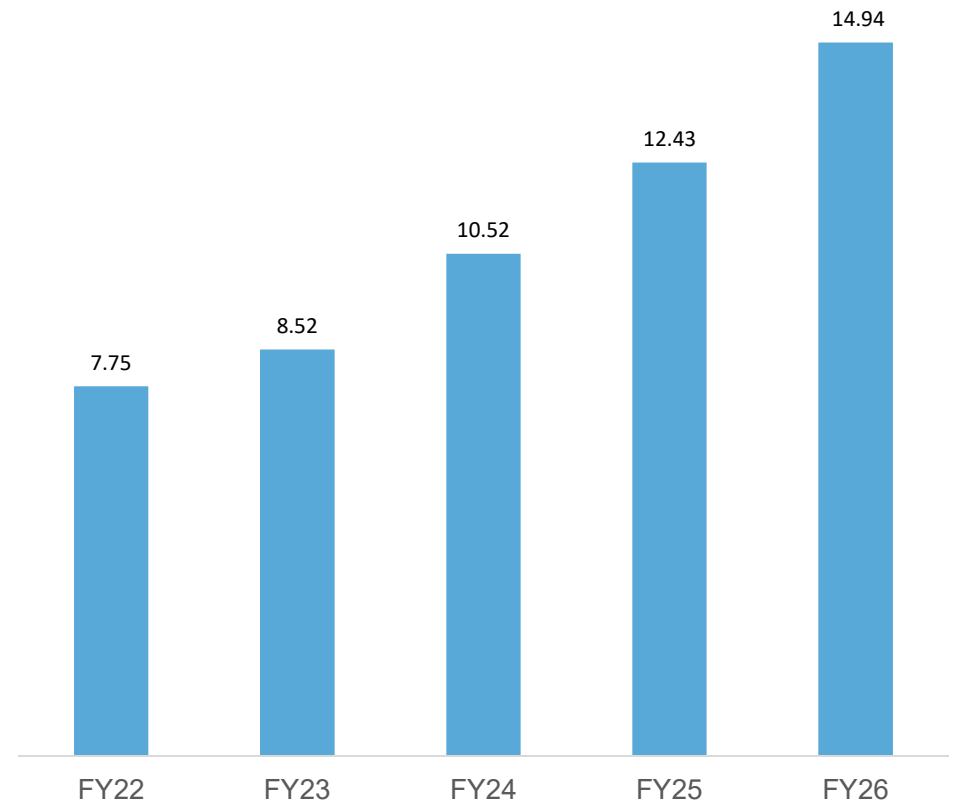


- > Key partnerships active in Europe, Canada, Australia, Brazil, Chile and South Africa.
- > Achieved 17% YoY growth in Q1 by driving targeted execution, while successfully retaining global business through strong customer demand.
- > Enhancing global presence through a JV in Canada and new subsidiaries in Thailand, the Philippines, and Germany.

Revenue Trend

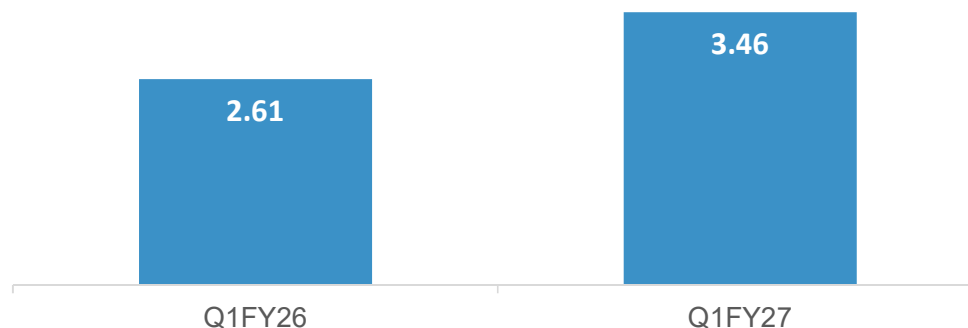
CAGR: 18%

INR Bn



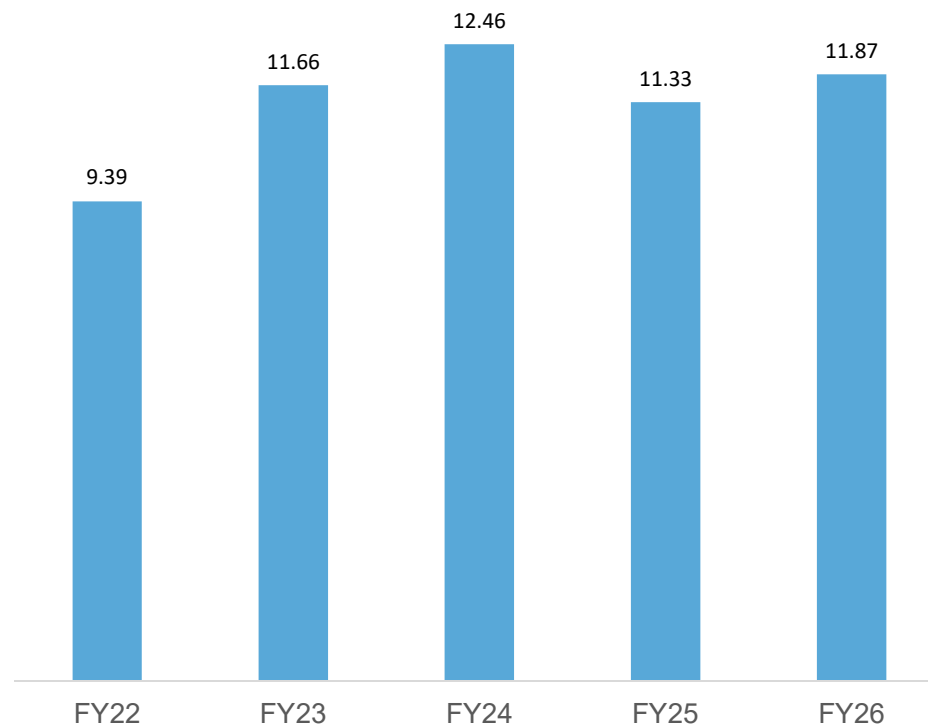
API Business

Revenue Q1 FY27 Growth: 33% INR Bn

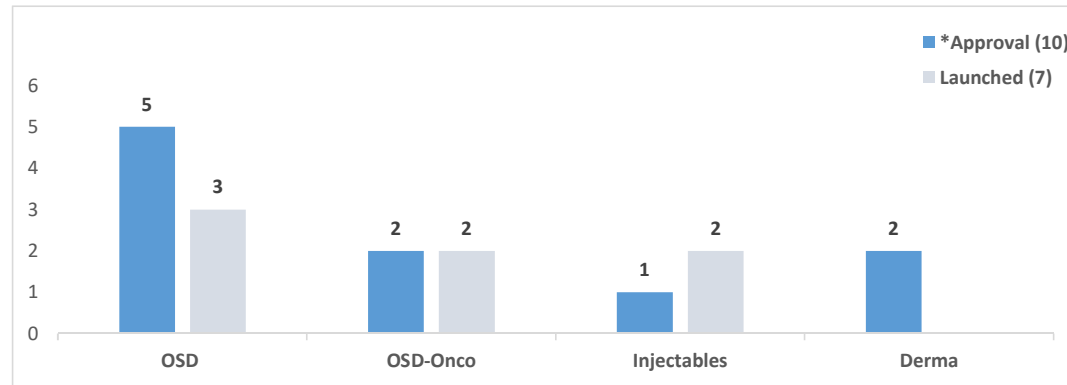


- > Achieved a robust 33% YoY growth, reflecting strong market demand, customer confidence, and effective business execution.
- > 3 US DMF filed in Q1 FY27. 152 Cumulative DMF filings with the US FDA.
- > Continued focus on cost efficiency to remain competitive.

Revenue Trend CAGR: 6% INR Bn



Dosage Form-wise ANDA Approval and Launch – Q1 FY27



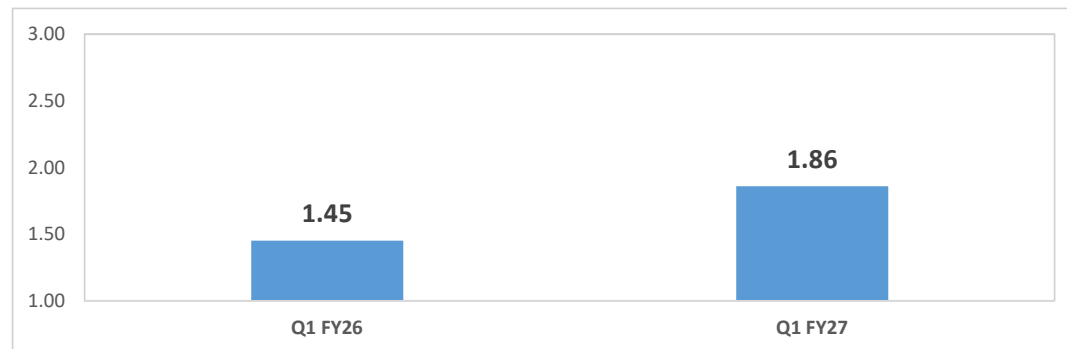
*Approval Includes 2 Tentative approvals

R&D Capabilities

Formulation & API: Vadodara and Hyderabad Bio Centre : Vadodara

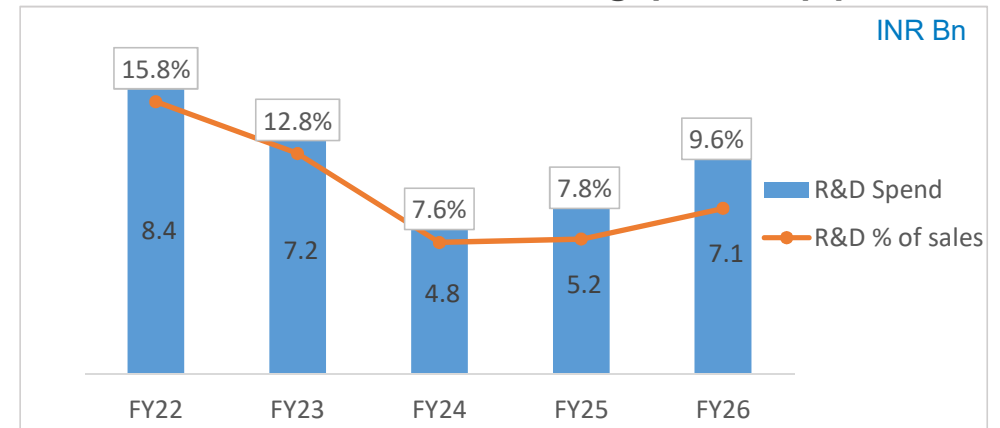
R&D Spend Q1-FY'27

INR Bn

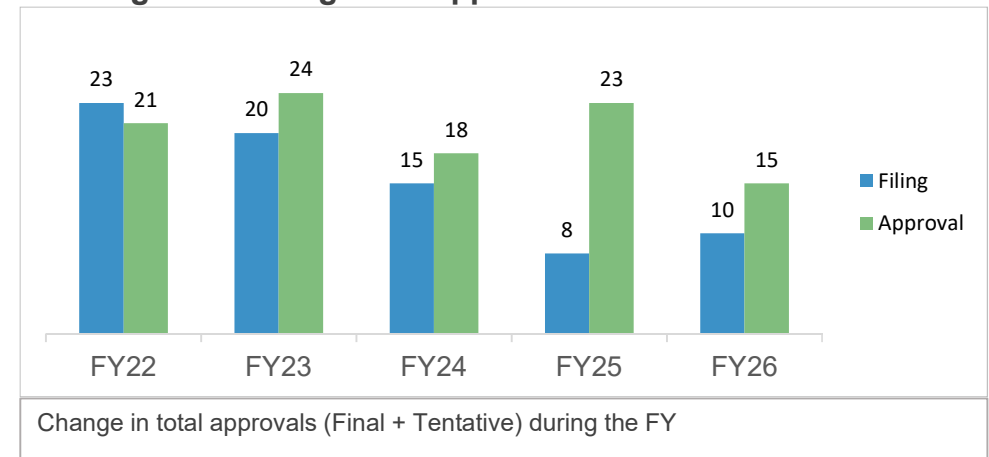


Continued investment in building product pipelines

INR Bn



Rising ANDA filings and approvals



Q1 Financials Summary – Profit & Loss statement



INR Bn

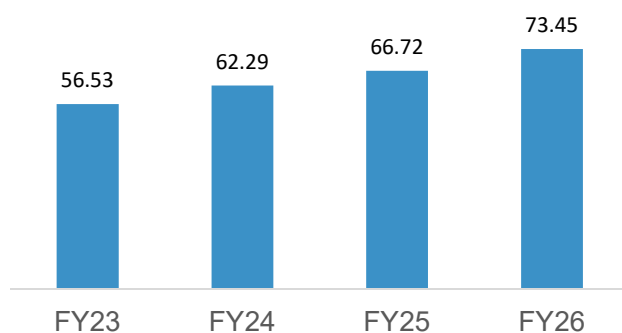
Particulars	Q-1 FY26	Q-4 FY26	Q-1 FY27	YoY(%)	QoQ(%)
Revenue from Operations	17.11	18.48	21.50	26%	16%
Other Income	0.07	0.26	0.15		
Total Income	17.17	18.73	21.65	26%	16%
Material Consumption	4.07	5.32	6.20	52%	17%
Employee benefits expense	4.23	4.39	4.74	12%	8%
Finance Costs	0.24	0.23	0.28	17%	22%
Depreciation & Amortization Expense	0.74	0.89	0.98	32%	10%
Other Expenses	5.99	6.49	7.24	21%	12%
Total Expenses	15.27	17.31	19.43	27%	12%
Profit before Share of Profit / (Loss) of Associates	1.91	1.42	2.21	16%	56%
Share of Profit / (Loss) of Associates & Joint Ventures	0.00	0.01	0.00		
Profit Before Exceptional	1.90	1.43	2.22	17%	55%
Exceptional Items	-	-0.25	-		
Profit Before Tax	1.90	1.19	2.22	17%	87%
Tax Expense	0.36	-0.83	0.49		
Profit for the Period	1.54	2.02	1.72	12%	-14%
Non-controlling interests	0.01	0.01	0.01		
Profit for the Period attributable to shareholders	1.54	2.03	1.73	12%	-15%
Gross Margin	76%	71%	71%		
EBIDTA Margin before Exceptional	17%	14%	16%		
PBT Margin before Exceptional	11%	8%	10%		
PBT Margin	11%	6%	10%		
PAT Margin	9%	11%	8%		
R&D Expenses as % Revenue	8%	11%	9%		

Yearly Financials

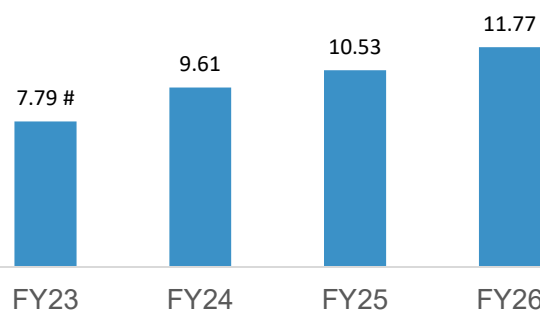


INR Bn

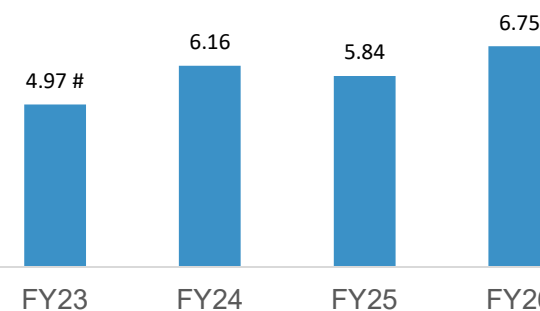
Revenue



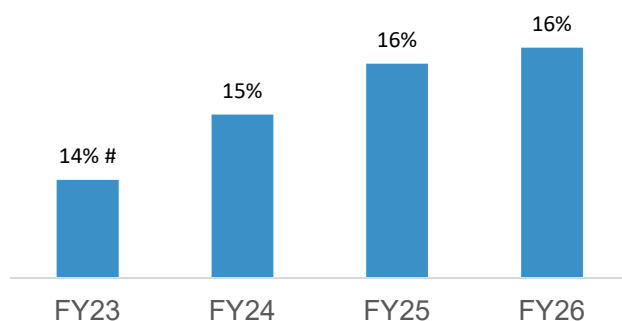
EBIDTA



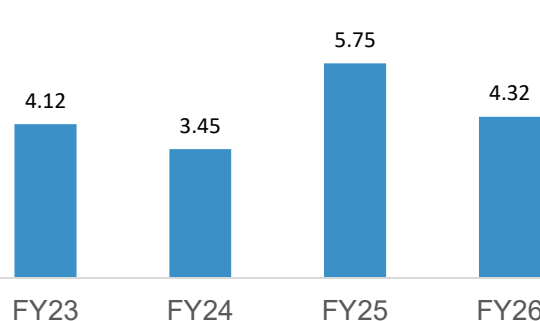
Net Profit



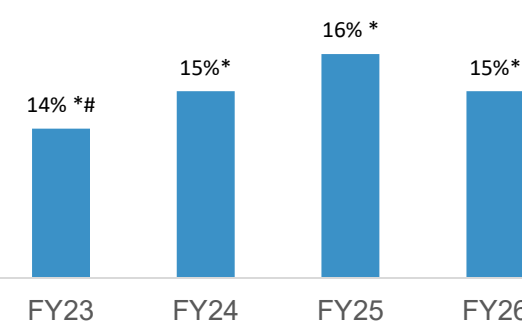
EBIDTA margin %



Capex



ROCE %



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

* Excluding Assets not deployed & Exceptional Items.

> 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 among the 7 Indian pharma companies to received the Net Zero SBTi approval out of the 31 applicants
- Commissioned 24 MW solar park at Bhatpur, Vadodara
- Developed 112 recharge wells
- Planted 40,000+ trees
- Improved ratings in carbon disclosure project

Social



- Zero fatality
- Great place to work certification for 4th consecutive year
- 3,00,000 beneficiaries impacted through CSR Initiatives

Governance



- Implemented supplier Code of Conduct and the sustainable procurement policy
- 28% critical vendors assessed against the ESG criteria
- Initiated a comprehensive organizational risk assessment

Company Overview

Company at a Glance



Mission

Improve Healthcare with innovation, commitment and Trust



Team Size

17,200+



ANDA Filings

279 (Jun 30, 2026)



R&D Centers

2



Manufacturing Facilities

9



Prescribers in India

2,46,000



Field Force

5,800+



Brands

209



Net Zero Target

2050



Generics Formulation in the USA

185

Value Proposition



Developing a specialty drug pipeline for India



Exploring opportunities in Injectables

21

Ranks 21th in the Indian formulations market



Consistent dividend payout



Supplying APIs to 60+ countries globally



Established presence in Chile & UAE

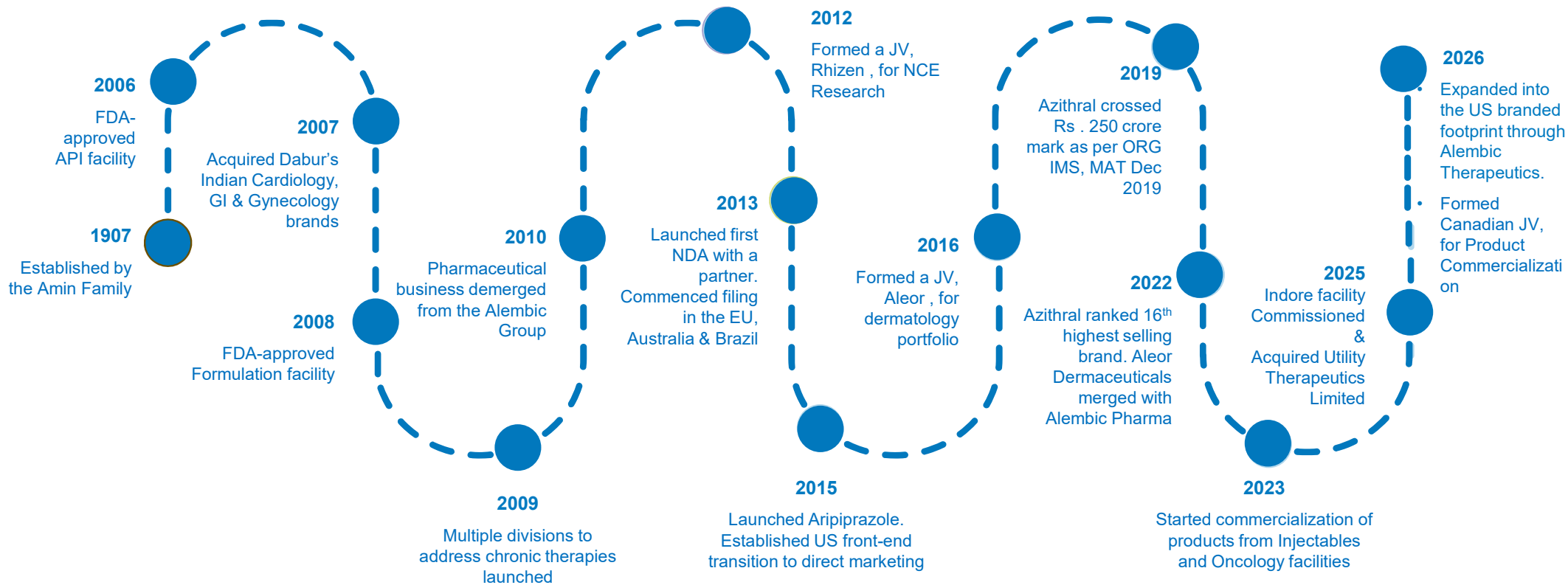


Expanding product portfolio in the USA



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	Feb'26*
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

* F3 : EIR received on May 13, 2026.

Location	Dosage Form	Last WHO Audit
India Formulation-Indore	Oral Solids & Liquid	Mar'26*

* Certification received in Apr'26.



F2 - Panelav



F3 - Karkhadi



F4 - Jarod



F5 - Karkhadi



Thank You

For further queries, please contact:

Ms. Isha Lamba

isha.lamba@alembic.co.in

022-6695 1652

Investor Relations Advisors

Adfactors PR Pvt. Ltd.

Snighter Albuquerque

snighter.a@adfactorspr.com

Darshan Mankad

darshan.mankad@adfactorspr.com

2nd Floor, Prime Corporate Park

Sahar Road, Andheri East

Mumbai 400 099

www.alembicpharmaceuticals.com