

BETA DRUGS LTD.

H1 FY27 Financial Results

Oct 2026

Disclaimer

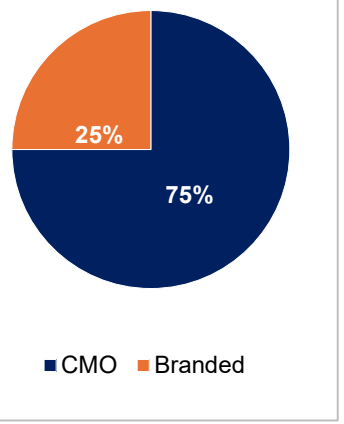
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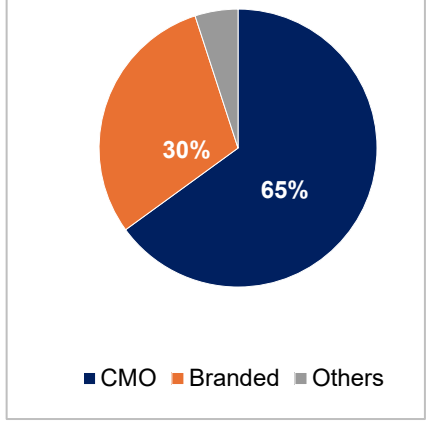
BETA: EVOLUTION INTO A GLOBAL SPECIAL FORMULATIONS COMPANY

BETA – ON PATH TO A GLOBAL SPECIALTY PHARMACEUTICAL POWERHOUSE

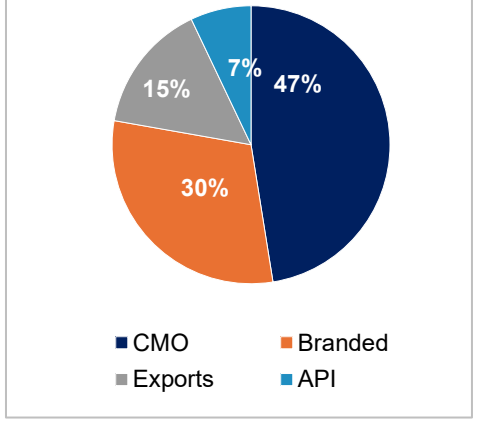
	2014-17	2017-20	2021-24	2024-27	2027-30
Revenue (INR)	70 Crs.	~100 Crs.	~300 Crs.	>500 Crs.	~1,000 Crs.
	Established presence in Indian Oncology	**Fast growing Branded segment and entry into APIs**	**One of the leading domestic oncology franchise with entry into exports**	**Scaled-up fastest growing Oncology companies across segments**	**Global specialty pharmaceutical company**



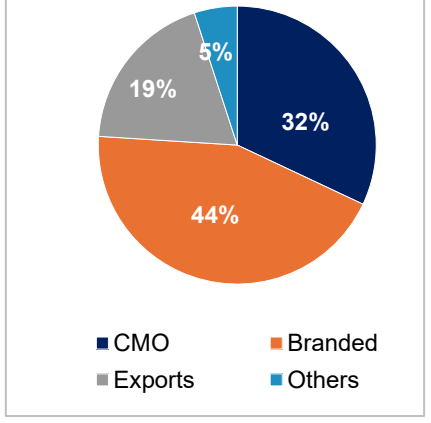
- Started Oncology formulations as a CMO with small branded franchise
- Established credentials as a high quality manufacturer of oncology formulations



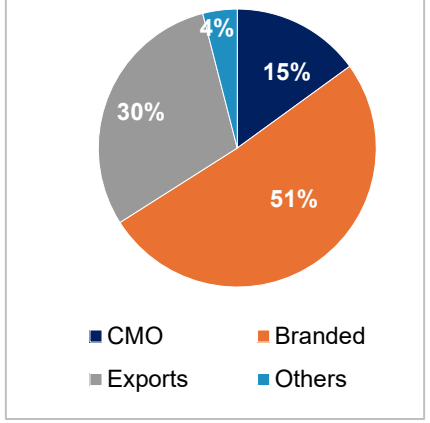
- Thrust to Branded segment – emerged as the **fastest growing** player
- Backward integration into **API** - cost advantage



- Branded growth propels Beta to **Top 10** in India
- Launch of NDDS formulations – differentiated brand building
- Product registrations for **Export** markets, facility accredited by INVIMA, ANVISA, COFEPRIS etc.



- Among the **largest manufacturers** of Oncology formulations in India
- Commercialisation of product registrations in export markets
- Backward integration in **KSMs**



- Metamorphosis into a **branded specialty** pharmaceutical company
- Entry into **complex** oncology specialties including biosimilars

Key Milestones

Adley Labs

Adley Formulations

ANVISA

EAEU

NIVIAN

Top 3

BETA DRUGS LTD.

EUROPEAN UNION GMP

FDA

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BETA's BLUEPRINT FOR BUILDING ENDURING LEGACY OF BRANDS

Novel Formulations

PATIENT COMPLIANCE

1st-in-India oral formulations

MDS-O
Azacitidine Tablets 200/300 mg

CAXFILA-OS
Megestrol Acetate Oral Suspension 40mg/ml
Fill life with vitality

ADXATE-OS
Methotrexate Oral solution BP 2mg/ml
ADDRESSING UNMET NEED IN PEDIATRIC ONCOLOGY

BETTER EFFICACY

PEG-LASGEN
Peg Asparaginase Inj 3750 IU

AB-PACLI
Paclitaxel Protein-Bound 100 mg

BETTER SAFETY

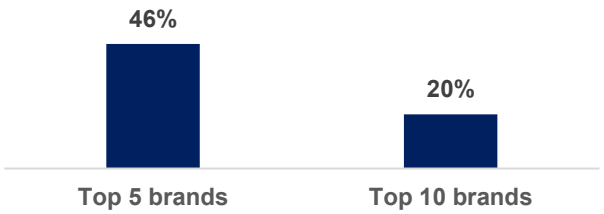
RTU-DOCE
Docetaxel Inj (Ready to Use)

Gem-RTU
Gemcitabine Inj (Ready to Use)

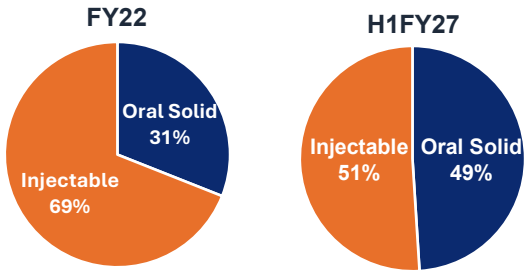
Brand Building

7 ***Brands with > INR 5Crs.+ sales***

Growth of Top Brands

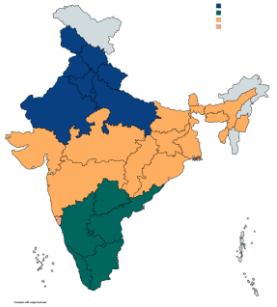


Dosage form (mix)



- **Focus on high-need differentiated therapies**
- **Trusted by oncologists across India**
- **Expanding into new therapies and line extensions**

Depth of Coverage



PAN-India presence

Pan-India Coverage	Strong Hospital & Oncologist Reach	Presence across Metros, Tier I and Tier II cities

No of distributors

North	**79**
South	**42**
West	**80**

Integrated Manufacturing

Integrated Manufacturing Setup

Beta Drugs Ltd.	Adley Formulations	Adley Lab Ltd.
Formulations Manufacturing	Formulations Manufacturing	API Plant

Invested for future growth – large installed capacities

Liquid injections 13.5 mn vials/annum	**Liquid injections** 35 mn vials/annum	**KSM Capacity** 10 MTPA
Lyo injections 1.8 mn vials/annum	**Lyo injections** 7.8 mn vials/annum	**API Capacity** 9 MTPA
Tablets 173.2 mn/annum	**Tablets** 70 mn/annum	**Key Segments** QC / QC Lab, Pilot Plant, Effluent Treatment Plant
Capsules 45.2 mn/annum	**Capsules** 12.6 mn/annum	

- Backward integrated, high quality and cost-efficient supply chain
- High quality, regulatory compliant and scalable operations

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WORLD CLASS MANUFACTURING AND R&D – BACKBONE OF BETA's GLOBAL EXPANSION STRATEGY

Beta Drugs Limited
Formulation manufacturing facility

Key Approvals

- ANVISA – Brazil
- PIC/S – International
- INVIMA – Colombia
- EAEU – Russia & CIS

Adley Formulations Pvt. Ltd.
Formulation manufacturing facility

Key Approvals

- WHO-GMP – Global
- ISO 9001:2015 – Quality Management
- NMRA – Sri Lanka
- DDA – Nepal
- MOH – Other Markets

Adley Lab Ltd.
API manufacturing facility

Key Certifications

- WHO-GMP Certified

Rigorous R&D process to develop novel formulations

1 Product Selection Strategy

- Identify molecules going off-patent in the next 3–4 years
- Estimate target molecule's addressable market (growth potential vs. competition)
- Assess feasibility of in-house API development
- Prioritize opportunities with potential to bee first / among the first to launch in the market

2 Development Strategy

- Study the molecule literature
- Develop the API in-house ~6 months prior to patent expiry
- Develop formulations (including scope for novel dosage forms)
- Conduct bioequivalence studies
- Launch in the market

3 Strong Product Pipeline

NIB'S | New Drug Delivery System | PARP Inhibitors

FY27	FY28	FY29
10	7	7

Leading Oncology formulations supplier in India – marquee customer base

Glenmark, ALKEM, Eris, Shilpa, amneal, torrent PHARMA, INTAS, RPG LIFE SCIENCES LIMITED, CADILA PHARMACEUTICALS LIMITED

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OUR KEY ENABLERS FOR SUSTAINED PROFITABLE GROWTH

Key Parameters	Strategic Focus	KRA	H1FY27 Performance
Cost Efficiencies		■ Gross Margins ■ EBITDA Margins	▲ ▲ ▲
R&D Investments		■ New Product Launches	▲ ▲ ▲
Product Registrations		■ Dossier submissions	▲ ▲
Attracting and Retaining Talent		■ Attrition rate	▲ ▲ ▲

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H1 FY27: FINANCIAL PERFORMANCE

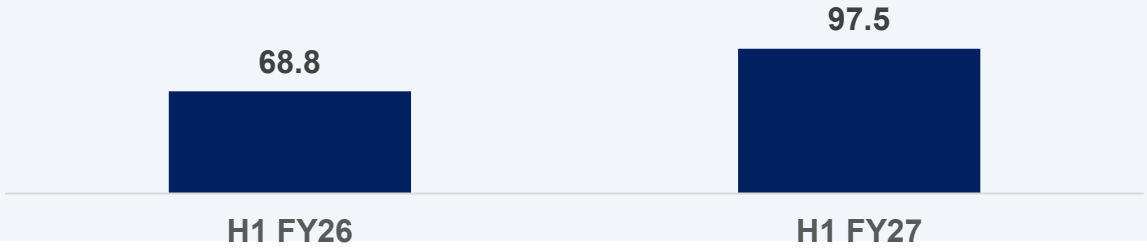
H1 FY27 - CHARACTERIZED BY RISING UNCERTAINTY IN GLOBAL MARKETS

+41.7%

Soaring Crude Prices

Rose from US$ 68.8/bbl to US$ 97.5 /bbl in H1'FY27

Average Brent Crude (US$/ barrel)

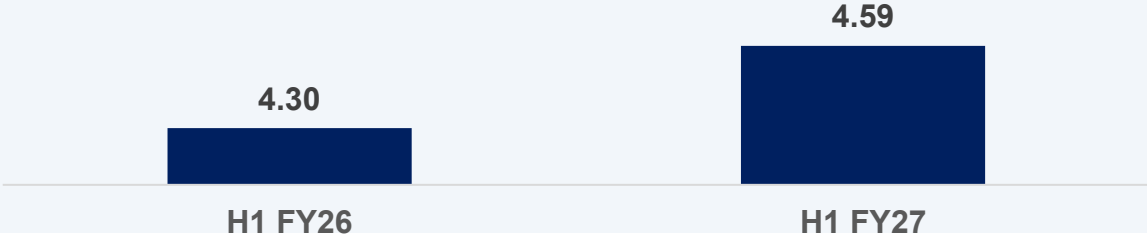


+29 bps

Rising Interest Rates

US Treasury yields rose to 4.59% reflecting tighter global financial conditions

US 10 –Year Treasury Yield: average (%)

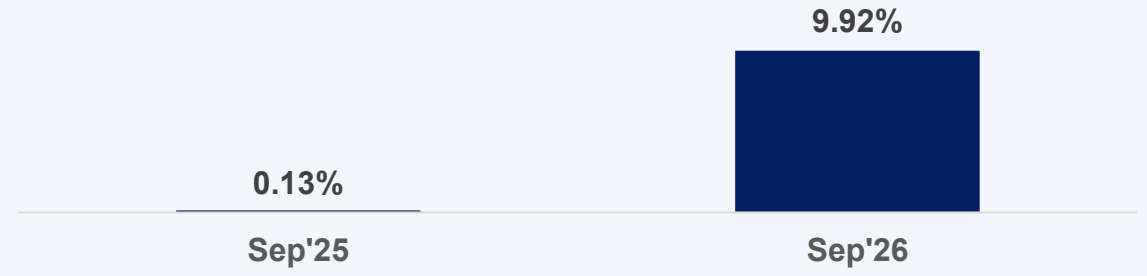


+10.05%

India WPI inflation

Spiked from 0.13% to 9.92% - sharp rise in wholesale price index

India WPI inflation: Average (%)



Extended geopolitical conflicts leading to economic uncertainty

RUSSIA- UKRAIN WAR

4.5 Yrs & ongoing

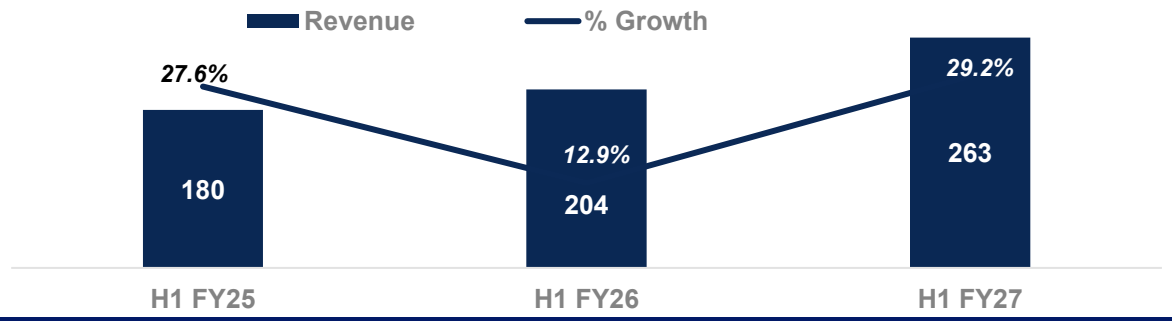
MIDDLE EAST CONFLICT

7 months & ongoing

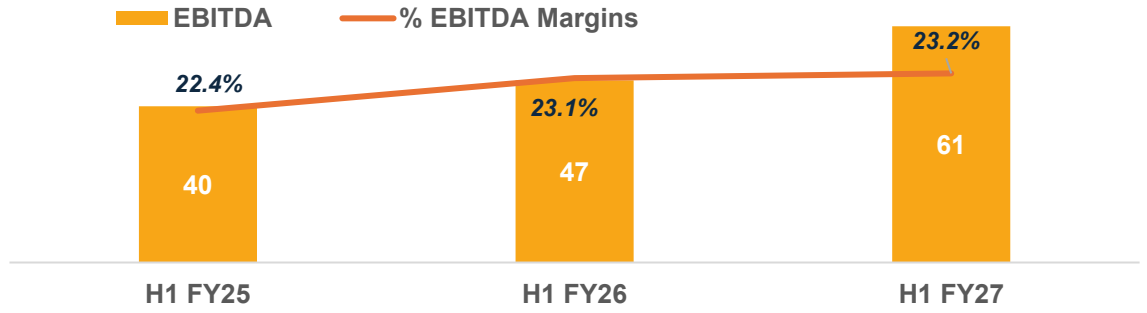
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BETA HAS DEMONSTRATED SIGNIFICANT RESILIENCE AMIDST CHALLENGING GLOBAL MACROS

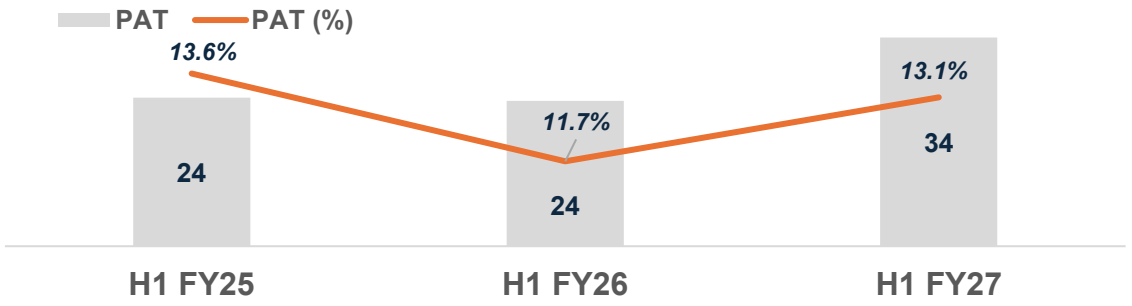
Delivered robust topline growth…



…coupled with expanding EBITDA margins



…and significant growth in PAT

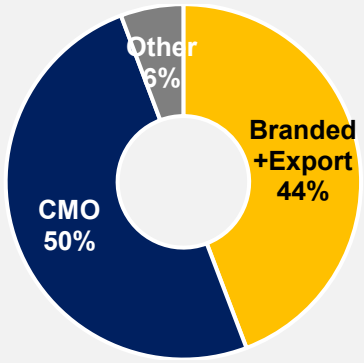


- Sustained growth across key business segments with Branded Oncology growing at 17% in H1FY27
- Gross Margins rose to 56.2% from 51.4% y-o-y
- Nivian recorded a Y-O-Y growth of 75% in H1 FY27
- Exports: filed 76 dossiers and received 35 approvals in H1
- CMO - registered a growth of 21% for H1 FY27 driven by new customer addition and increased depth of supply
- API business grew by ~ 30%; new capacity expected to go onstream in Q4 FY27

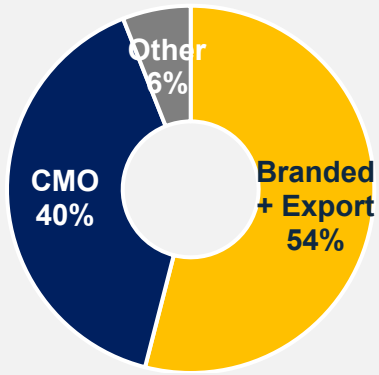
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BETA ON TRACK TO ACCOMPLISH VISION 2030

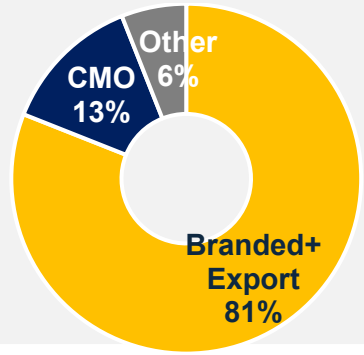
FY'21



H1'27



FY30



	H1 FY27 Revenue	Key Highlights for H1 FY27
Branded Products	71 Crs.	Deeper penetration in key accounts/hospitals Healthy pipeline that continues to drive sales Top 10 brands contributed ~50% to total topline
Nivian	31 Crs.	Well entrenched brand positioning with Top 10 contributing ~65% Expanding institutional sales: 25% of total topline
Exports	43 Crs.	Focus on strengthening penetration in key markets Growth to be spearheaded by commercialization of approved products
CMO	95 Crs.	Addition of marquee logos reinforcing Beta's leadership position Focus on high margin products
Others	23 Crs	Invested ~35 Crs. towards expansion of API capacity and backward integration Showing robust growth in secondary sales in Derma; expanding prescriber base

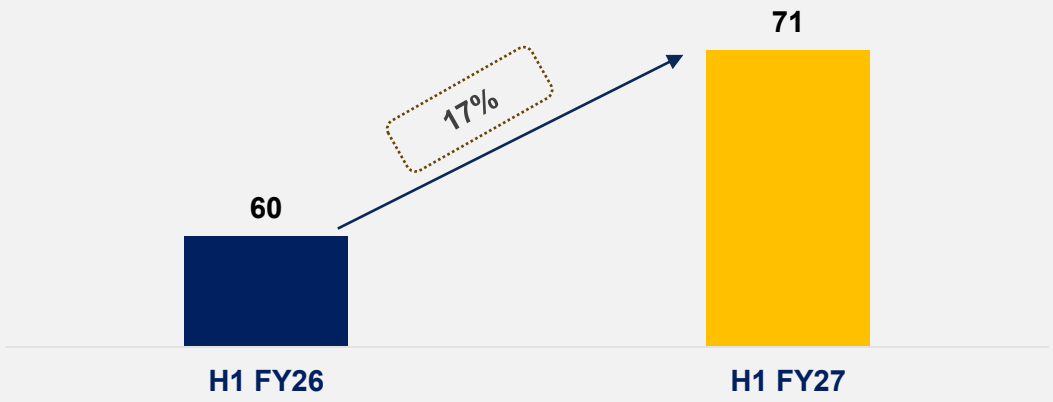
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* Other include Dema & API sales for H1 FY27

H1 FY27: SEGMENT ANALYSIS

BRANDED ONCO SEGMENT: STRONG EXECUTION DRIVES SUSTAINED GROWTH

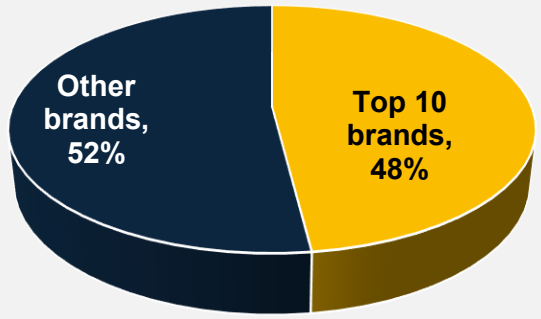
Delivering consistent robust growth



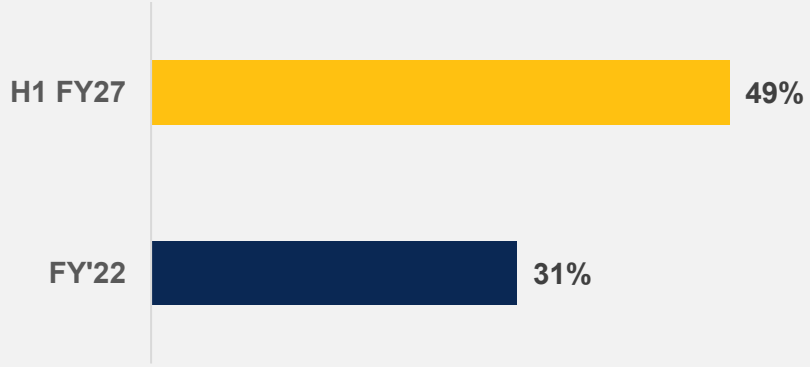
Key Highlights - Branded Oncology

- Revenue growth of 17% to ~INR 71 Crs.
- Oncology OSDs contribution grew to ~50% - brand building initiative playing out
- Empanelled with the prestigious Tata Memorial Hospital with 5 products; more products under approval process
- 4 new launches in H1FY27 with 6 more expected by end of FY27

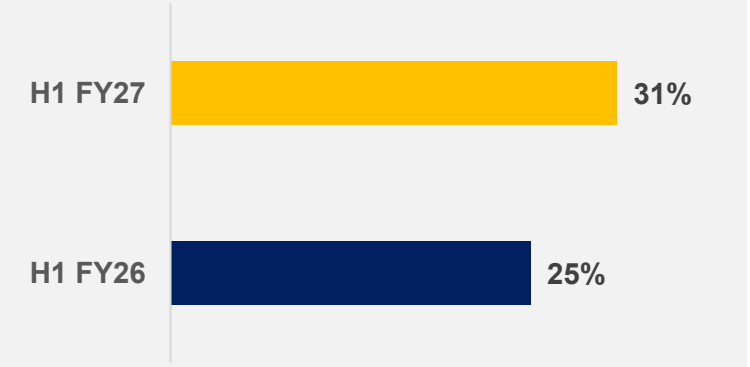
Strategic brand focus



OSD contribution in Branded Oncology



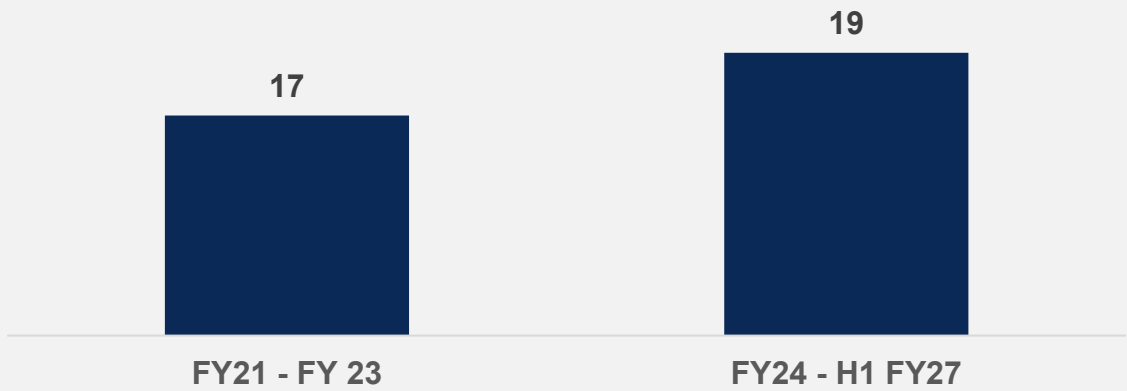
Contribution of new products



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FOCUS ON INNOVATION TO DRIVE DIFFERENTIATION

Enduring velocity of new product launches



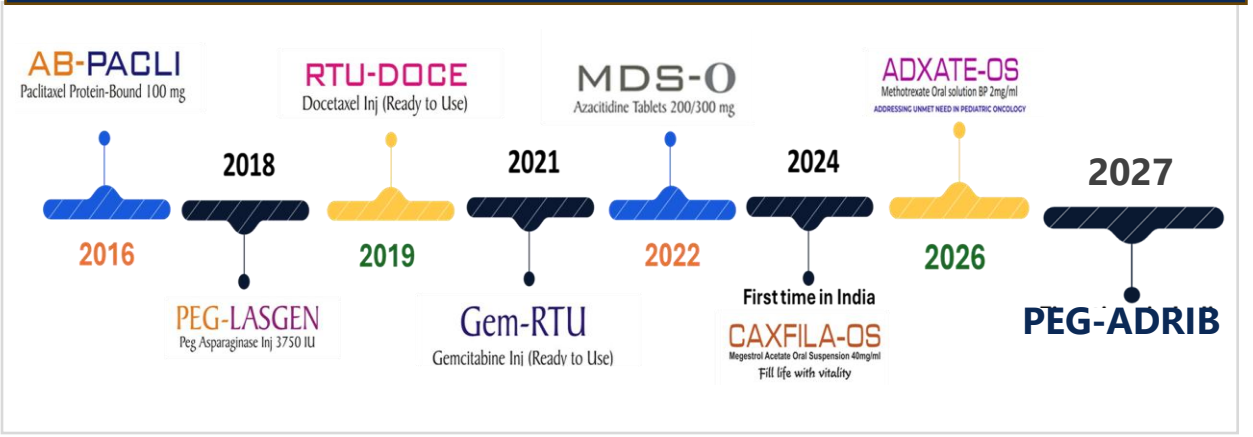
Strong Product Pipeline



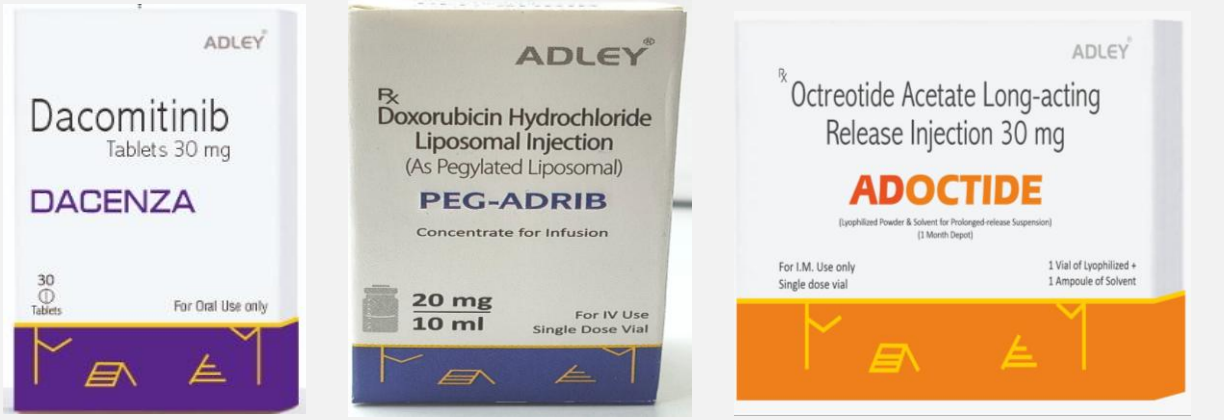
Top 15 brands



Novel formulations – hallmark of our innovation



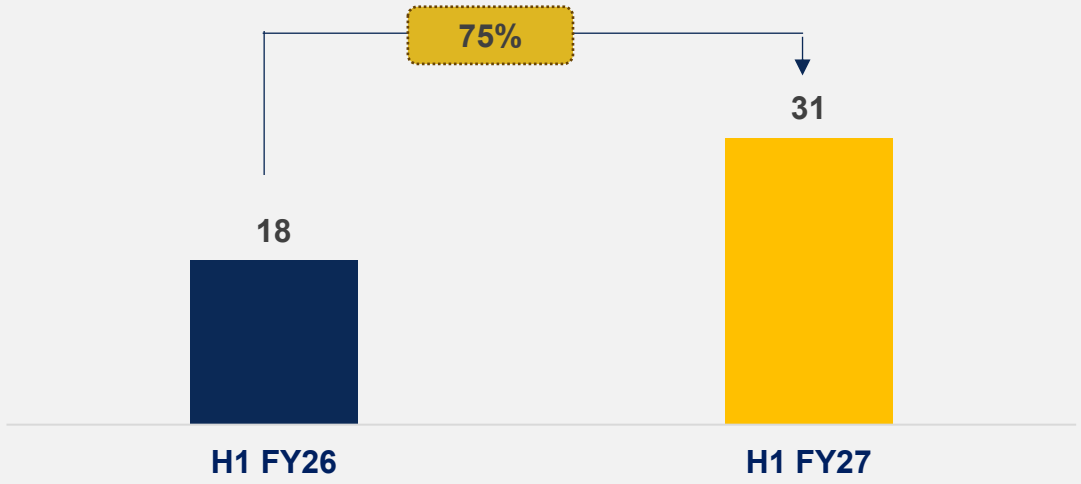
H1 FY27 – Key Launches



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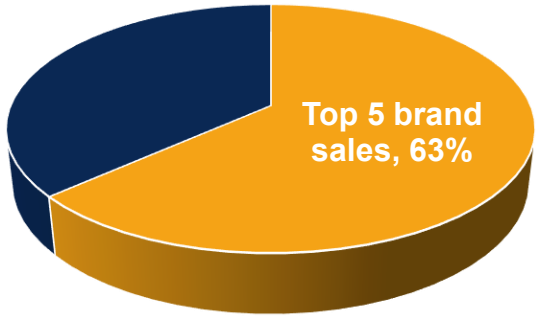
NIVIAN – FOCUSED BRAND BUILDING DRIVING ACCELERATED GROWTH

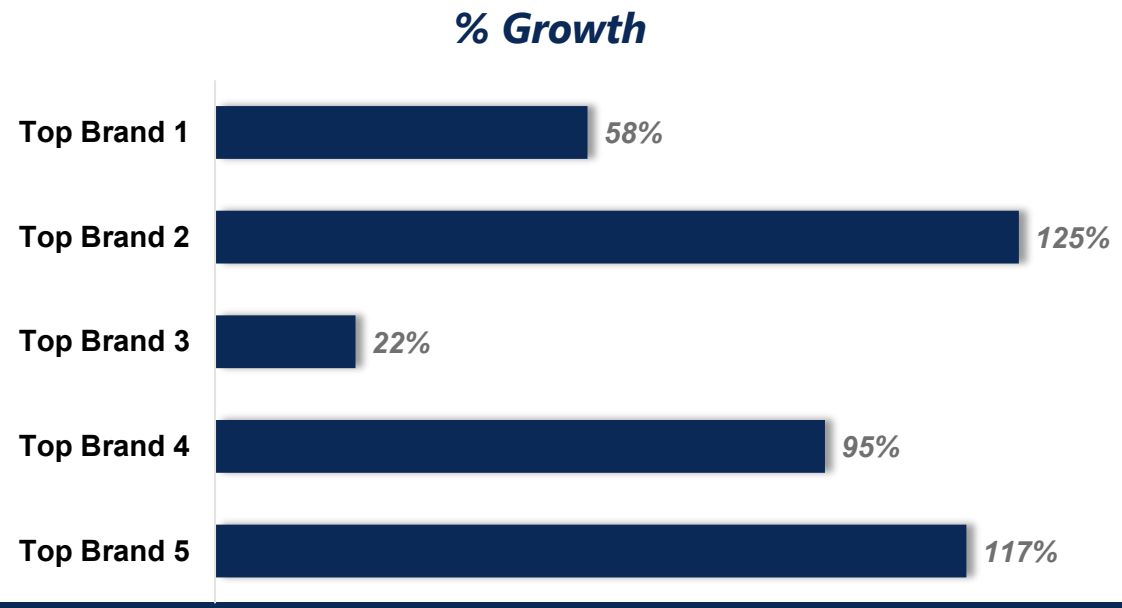
Strong growth on the back of increased penetration



- Increasing acceptance with corporate customers – comprising 25% of H1FY27
- 2 new launches expected in H2 – adding to growth momentum
- Significant upside – only 60% of the prescriber base covered
- Larger brands scaling faster reinforcing the strategy of concept selling

Building a formidable branded franchise





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DERMA: PERCHED ON A STRONG FOUNDATION FOR FUTURE GROWTH

Global licencing – strengthening market position in Cosmeceuticals

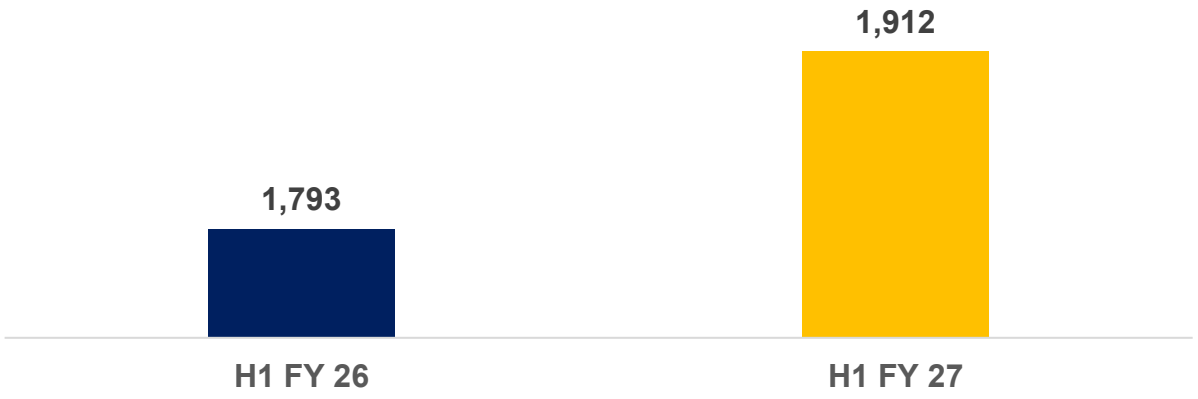
PROMOITALIA MEDICAL AESTHETICS

Agreement for the ***"First to launch"*** product for Mesotherapy in Indian Cosmeceutical market

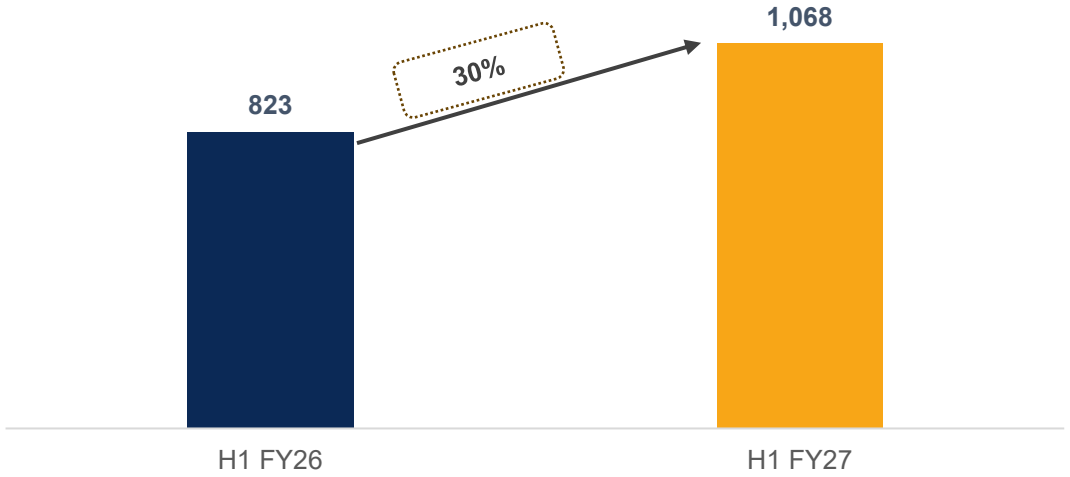
FREZYDERM

Exclusive agreement with **Frezyderm** for India to market the premium range of cosmeceuticals:
anti ageing, depigmentation etc.

Expanding prescriber base to accelerate penetration (# of Rxers)



Strong trajectory in secondary sales



H1FY27 was impacted by supply chain constraints which led to stockouts in the channel

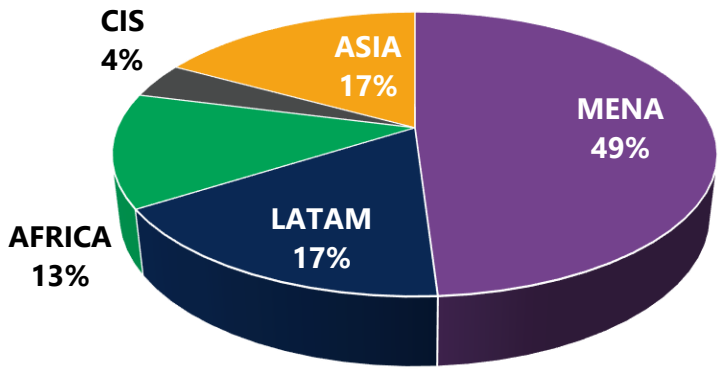
Secondary sales PCPM grew by 30% to reach >INR 2.54 L

H2 FY27 monthly of INR 2 Crs - on track to clock INR 20 Crs. sales for FY27

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EXPORT FORMULATIONS – STEADY PROGRESS IN PRODUCT FILINGS

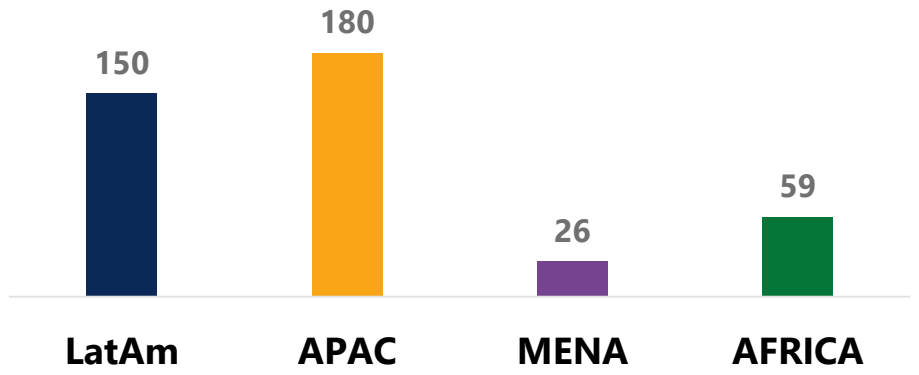
Geographical split (H1FY27)



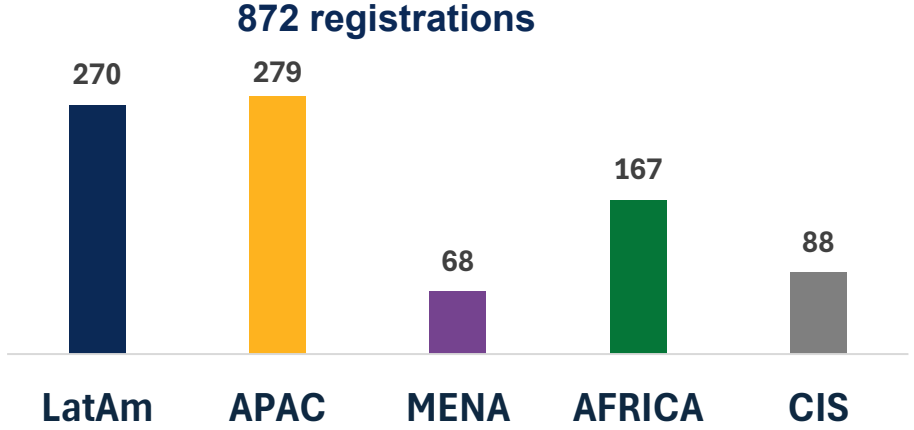
Total Sales – INR 43 Crs.

- 35 new approvals in Columbia, Peru, Jordan, Ethiopia, Tanzania etc. including NDDS products
- 76 dossiers submitted in H1 FY27 across focused geographies including Mexico, Philippines, South Africa and Algeria
- Global collaborations with leading distributors

No of registrations till H1'27



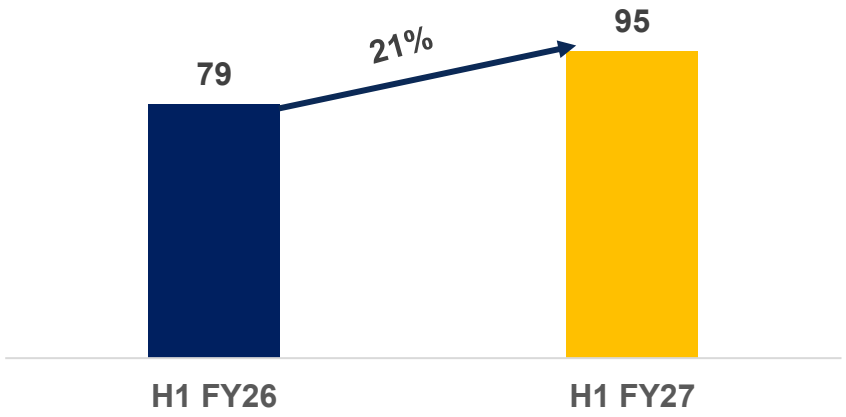
Registration Pipeline



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CMO BUSINESS ON TRACK TO DELIVER RECORD GROWTH WITH IMPROVING MARGINS

Strong Growth in CMO aided by



H1FY27 characterized by expanding supply relationships while simultaneously deepening pipeline

Supply of NDDS products to CMO customers – reinforces high levels of conviction in Beta's R&D

Beta ranks among the largest suppliers of oncology formulations in India

Marquee customers added in H1

NATCO

ipca A dose of life

CONCORD Pharmaceuticals Ltd.

Established supplier to leading Indian pharma companies

Glenmark A new way for a new world

CADILA PHARMACEUTICALS LIMITED The Care Continues...

RPG LIFE SCIENCES LIMITED

ALKEM

INTAS

torrent PHARMA

amneal

Eris

HETERO HEALTHCARE

Reliance LIFE SCIENCES

Shilpa

CAPLIN POINT LABORATORIES LTD.

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API: EXPANSION INTO EXPORT MARKETS ANCHORED AROUND BACKWARD INTEGRATION

Expanding portfolio of API products

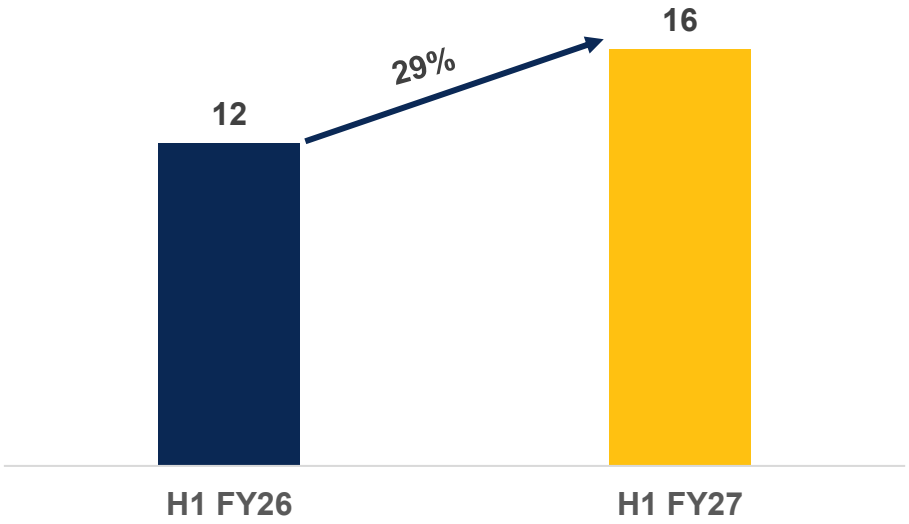
80% formulations with in-house API manufacturing

Facility geared to meet regulated market accreditations

API – a key source of competitive advantage

- **Invested ~ 26 Crs.** upto H1FY27 towards capacity expansion and backward integration
- **Backward integration** key to EU GMP product filings
- Focus on increasing capacity, reducing reliance on suppliers of KSMs and insulate from supply shocks
- Robust manufacturing process to enhance cost efficiency
- External customer base provides additional monetisation opportunities including large generic companies

Healthy growth in API business with significant headroom



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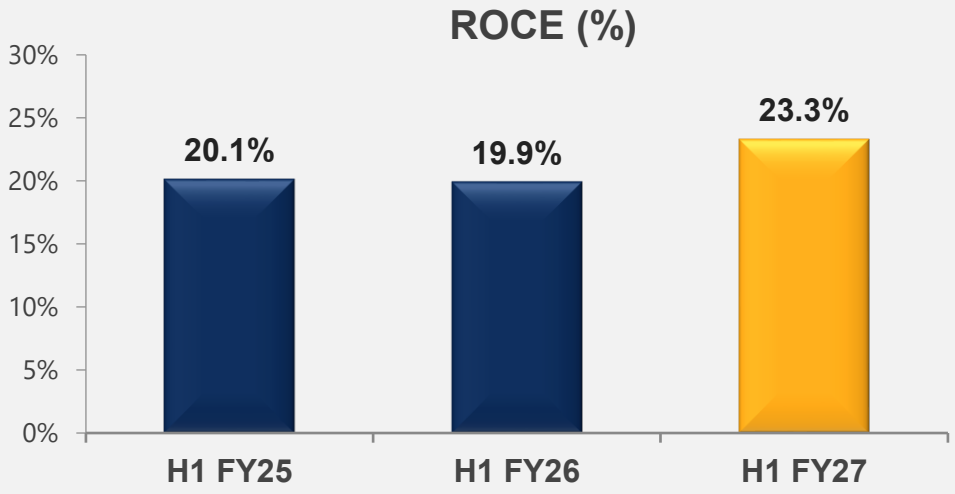
FY26: BALANCE SHEET

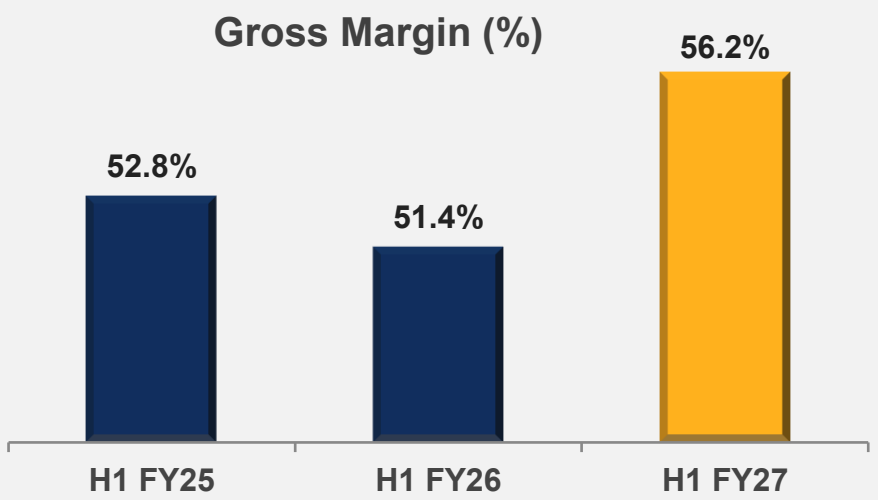
BALANCE SHEET

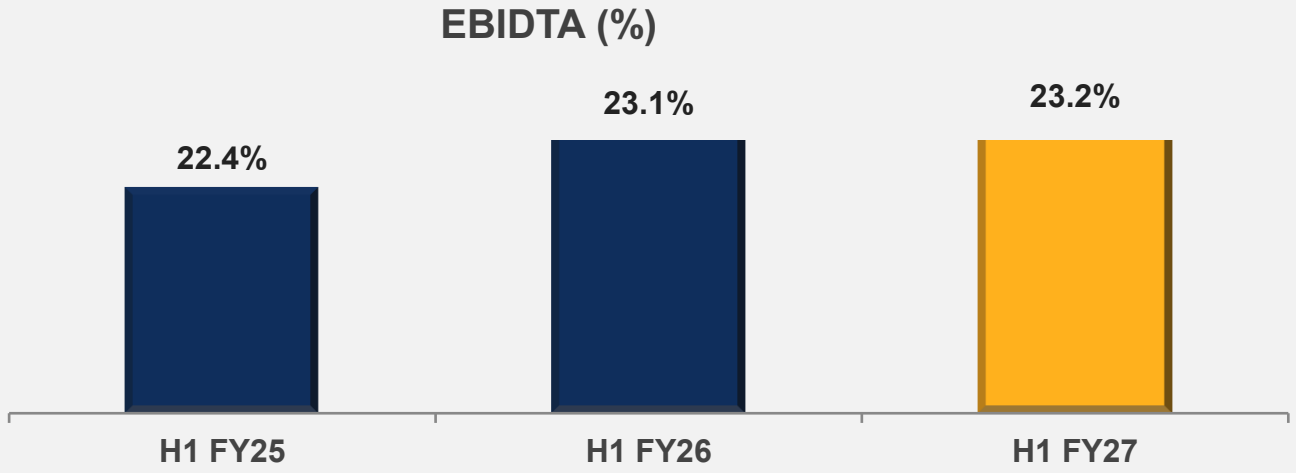
	H1'25 (Rs Cr)	H1'26 (Rs Cr)	H1'27 (Rs Cr)
Equity Share Capital	181	221	475
Borrowing (Long term & short term)	19	146	49
Other liabilities	95	121	133
Total liabilities	**295**	**488**	**656**
Fixed asset (Net of depreciation)	66	112	229
Cash & cash equivalent	28	123	104
Other assets	201	254	323
Total assets	**295**	**488**	**656**

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FINACIAL RATIOS – CONTINUOUS IMPROVEMENT IN ALL OPERATING METRICES







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BETA DRUGS LTD.

THANK YOU

Head office: SCO 184, Sector 5
Panchkula 134114
Haryana (India)

Website: www.betadrugslimited.com

Email: info@betadrugslimited.com