



Investor Presentation

Q1 FY 2027

30th July 2026

Important Disclosure

Except for the historical information contained herein, statements in this presentation and any subsequent discussions, which include words or phrases such as 'will', 'aim', 'will likely result', 'would', 'believe', 'may', 'expect', 'will continue', 'anticipate', 'estimate', 'intend', 'plan', 'contemplate', 'seek to', 'future', 'objective', 'goal', 'likely', 'project', 'on-course', 'should', 'potential', 'pipeline', 'guidance', 'will pursue' 'trend line' and similar expressions or variations of such expressions may constitute 'forward-looking statements'.

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include, but are not limited to Ajanta Pharma's ability to successfully implement its strategy, the Company's growth and expansion plans, obtain regulatory approvals, provisioning policies, technological changes, investment and business income, cash flow projections, exposure to market risks as well as other risks.

Ajanta Pharma Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

These materials are not a prospectus, a statement in lieu of a prospectus, an offering circular, an invitation or an advertisement or an offer document under the Indian Companies Act, 2013 together with the rules and regulations made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law in India. The securities referred to herein have not been and will not be registered under the U.S. Securities Act of 1933, as amended, and may not be offered or sold in the United States, except pursuant to an applicable exemption from registration. No public offering of securities is being made in the United States or in any other jurisdiction.

TABLE OF CONTENTS

01

Ajanta at a
Glance

02

Branded
Generics

03

US
Generics

04

Africa
Institution

05

R&D & Mfg

06

Financials

07

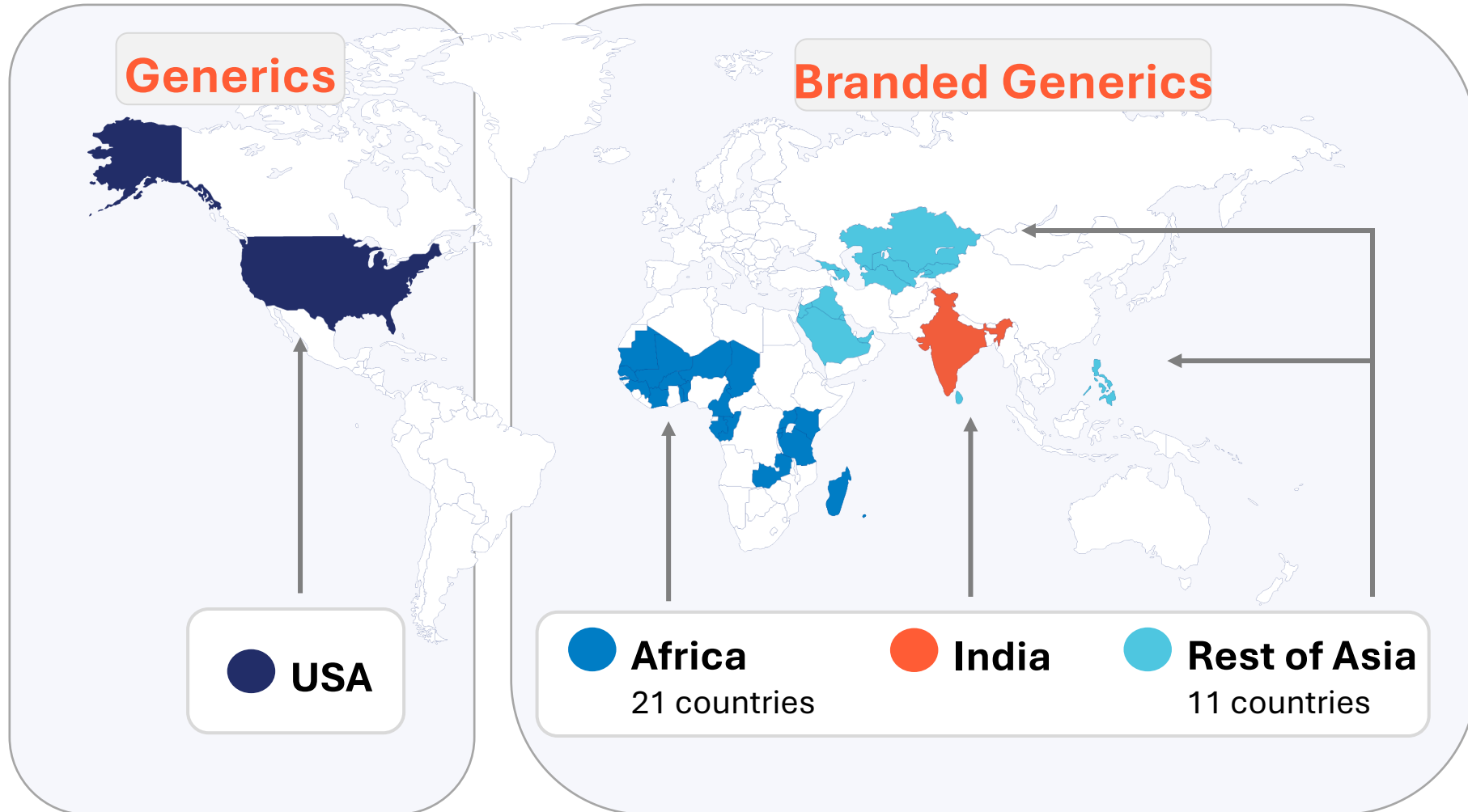
Strategy



Ajanta at a Glance

Strong Performance.
Accelerating **Growth**.

We are present in **34+** countries globally

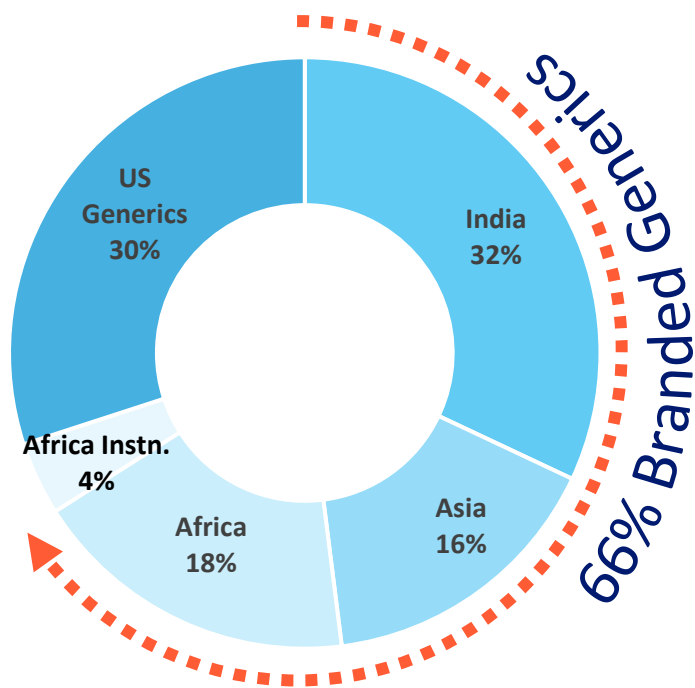


Branded Generic – The Strategic Core

Q1 FY 2027

INDEX

2/3rd of business comes from
branded generics



Rs. 1,616 cr.
(Q1 FY 2027)

50%
of our products are
1st to Market

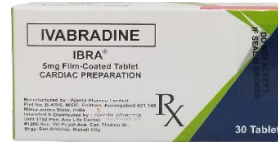
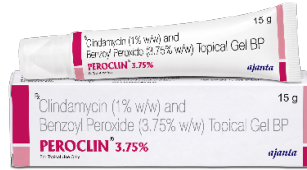
500+
Brands across
Different Therapeutic Segments

6,050+
Medical Representatives
Promoting Products Globally

Our **Branded Generics** business comes from 3 regions

Q1 FY 2027

INDEX



Presence in
India, Africa & Asia

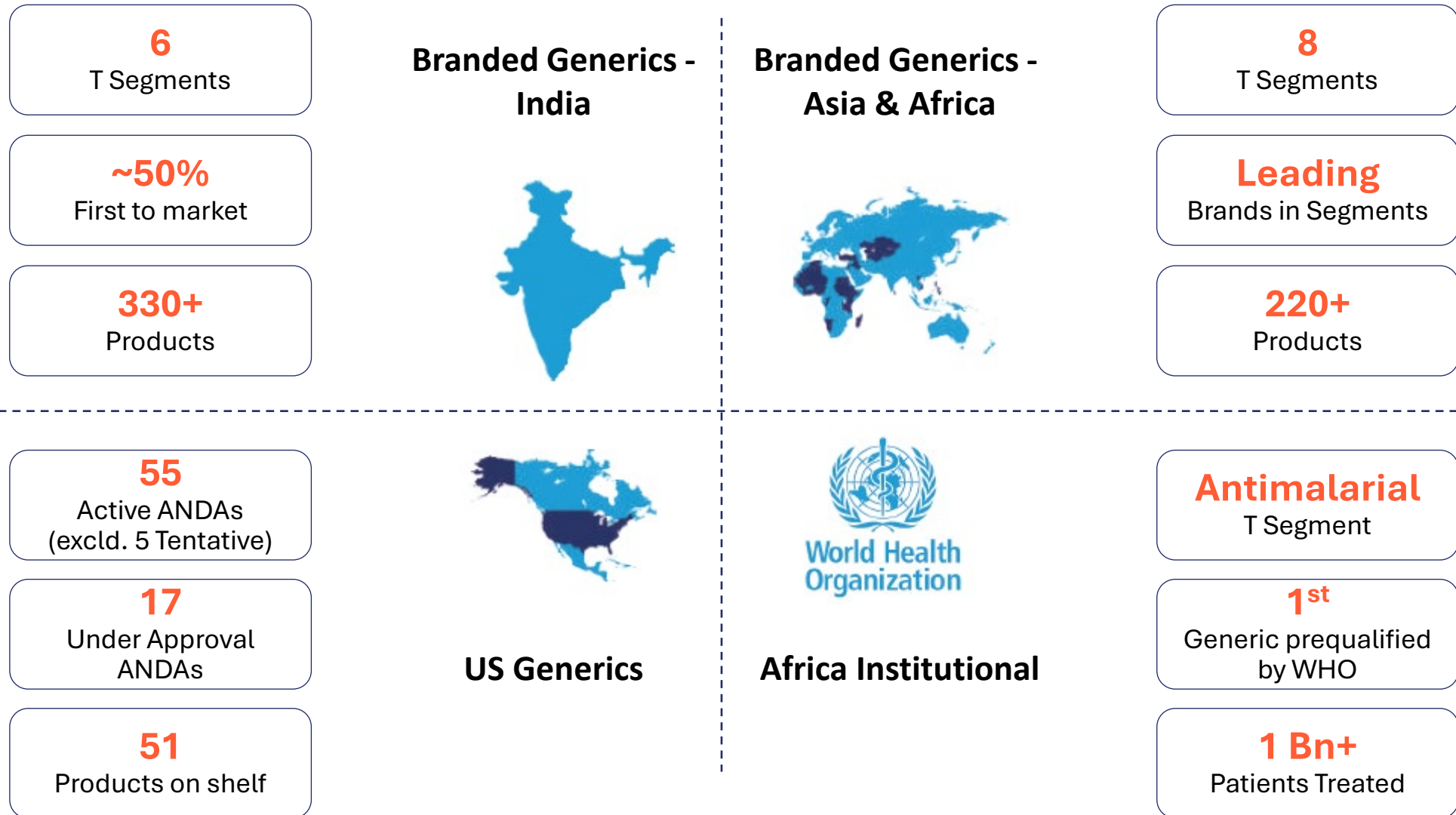
Focus on
Chronic Therapies
(Cardiac, Diabetics, Ophthal, Derma,
Pain, Gynaec)

We hold
Leadership
In Molecules & Sub-Therapeutic
Segments

Our Business is **well diversified** & gives us an edge

Q1 FY 2027

INDEX





Branded Generics -India

Excellent Growth Momentum



Ranked
No. 1 
in Ophthalmology in India

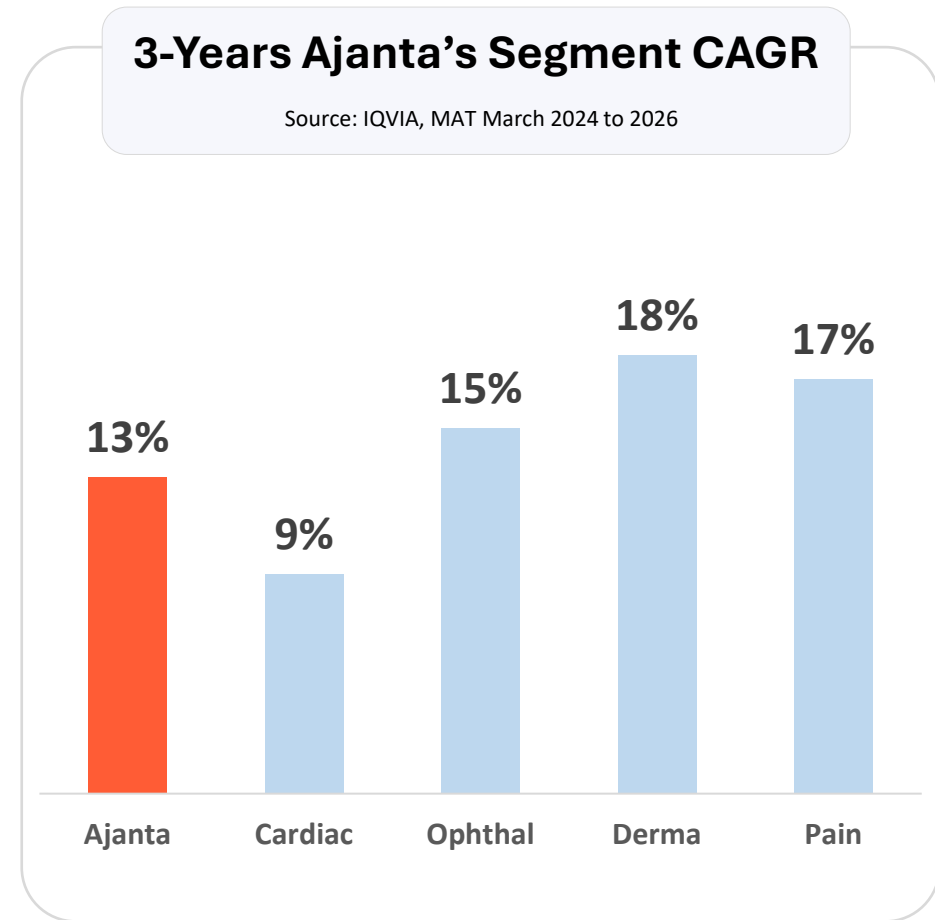
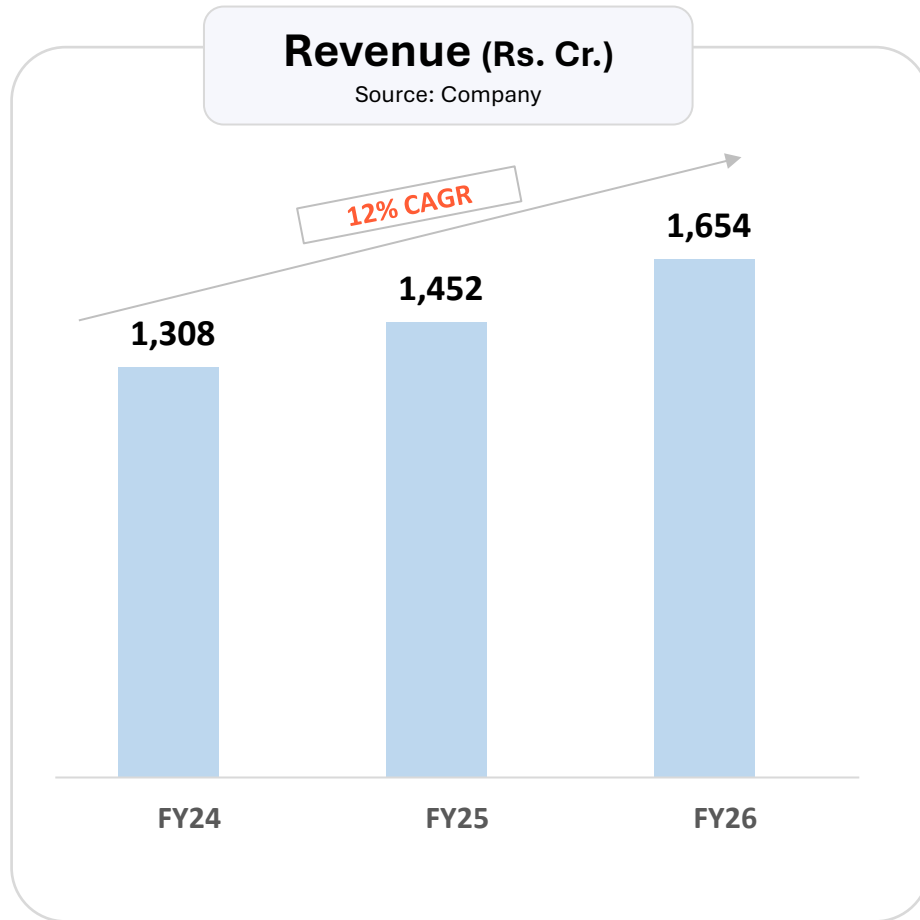
ajanta

Where **Excellence** is a way of life

India 3-year CAGR – Consistent Solid Growth

Q1 FY 2027

INDEX



High Focus on **Chronic** Segment in India

Q1 FY 2027

INDEX

65%

Chronic Portfolio

11%

India sales under NLEM

53%

Top 10 brands contribute

3,750+

MRs

8

New launches in Q1

17

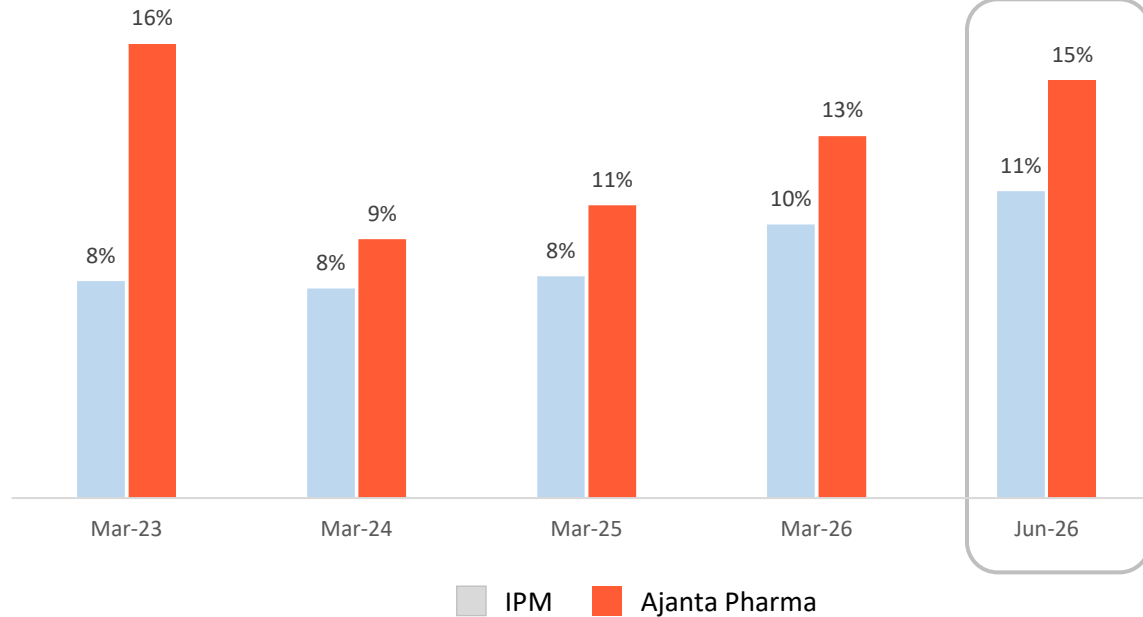
Brands above Rs. 25+ cr.

We continue to **outperform** IPM growth

Q1 FY 2027

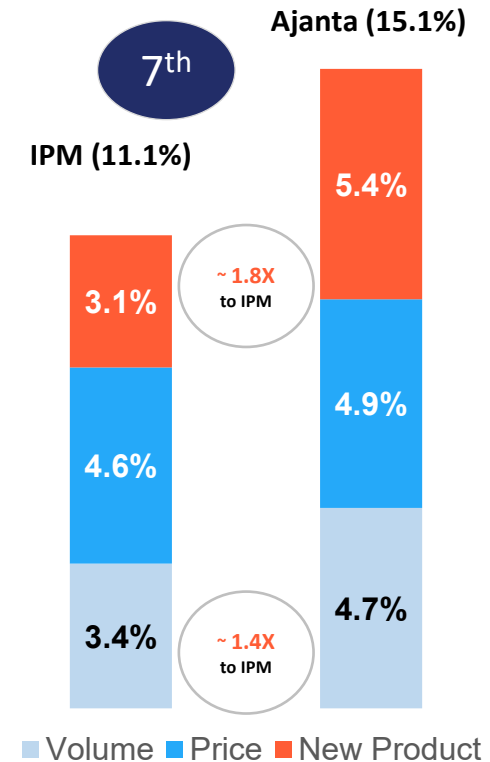
INDEX

IPM v/s Ajanta Growth



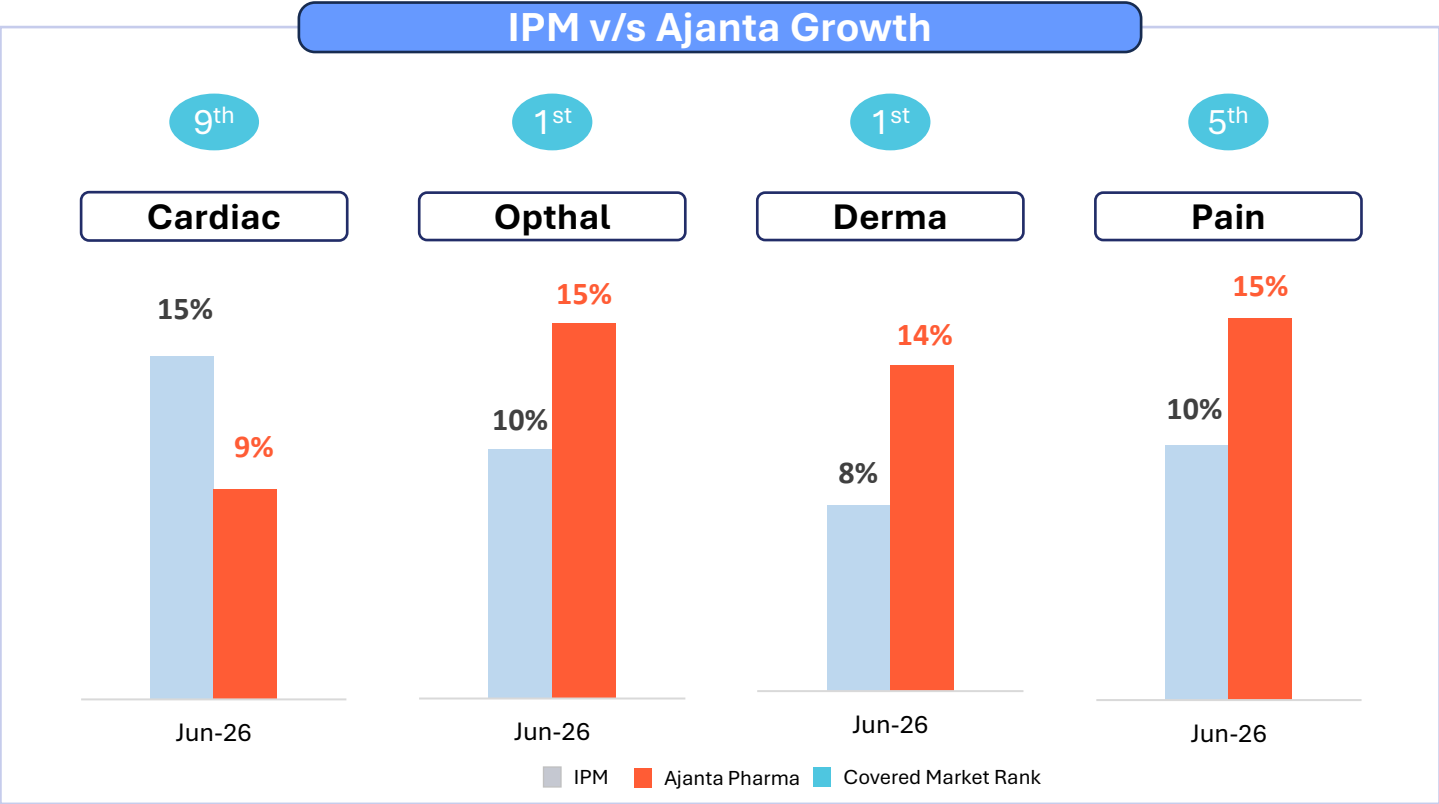
Growth Break-up

IQVIA MAT Jun 2026



IPM = Indian Pharmaceutical Market, Source: IQVIA, MAT

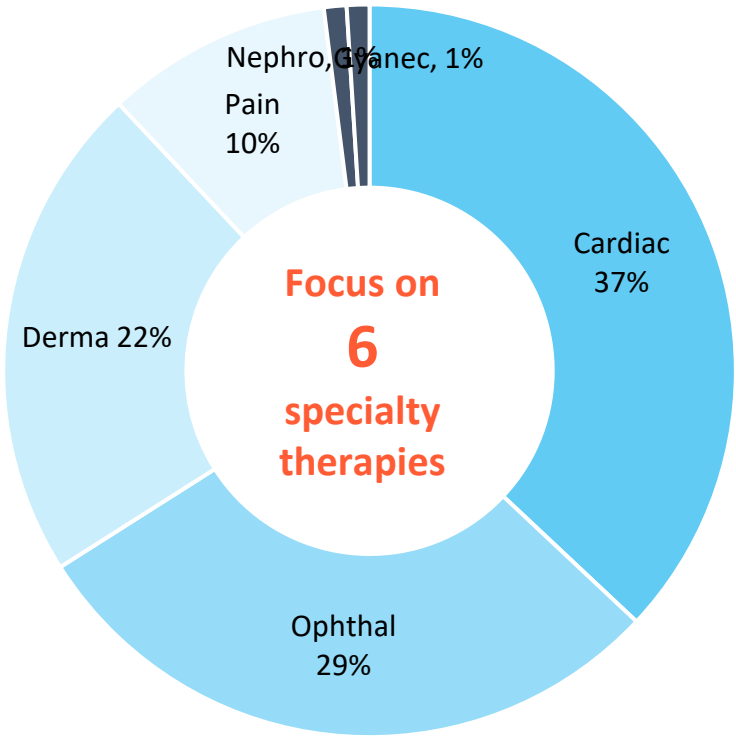
Our most of the segment growth exceeds IPM



IPM = Indian Pharmaceutical Market, Source: IQVIA, MAT June 2026

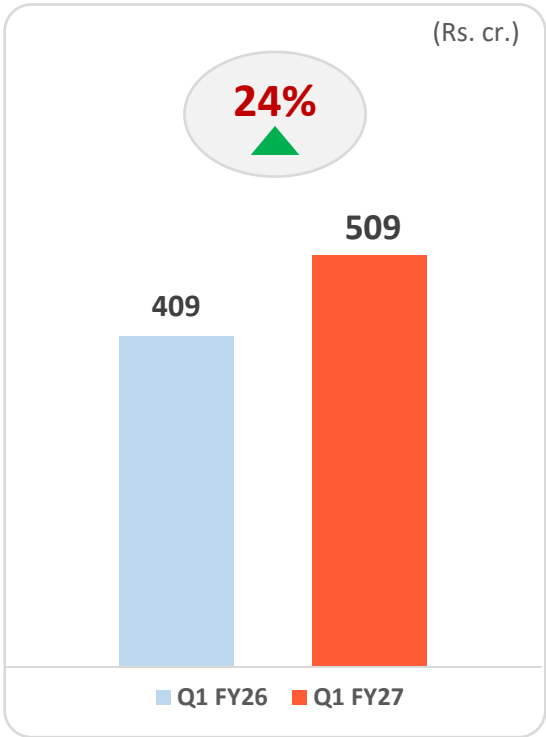
Sales Contribution

Source: IQVIA MAT June 2026



Revenue Q1 FY 2027

Source: P&L





Branded Generics – Asia & Africa

Diversified markets **enables** growth

We operate across **many markets** and **therapies** in EM

Q1 FY 2027

INDEX



Key Markets

Africa, Southeast Asia, Middle East & Central Asia

Leadership

In many molecules & sub-therapeutic segments

Among

Top 5

Players in major markets

EM = Emerging Markets

EM: We launched **many new products**

Q1 FY 2027

INDEX

Major Therapeutic segments



Cardiology



Diabetes



Ophthalmology



Dermatology



Pain



Gynaecology



Antibiotics



Antimalarial

6

New launches
Q1 FY 2027

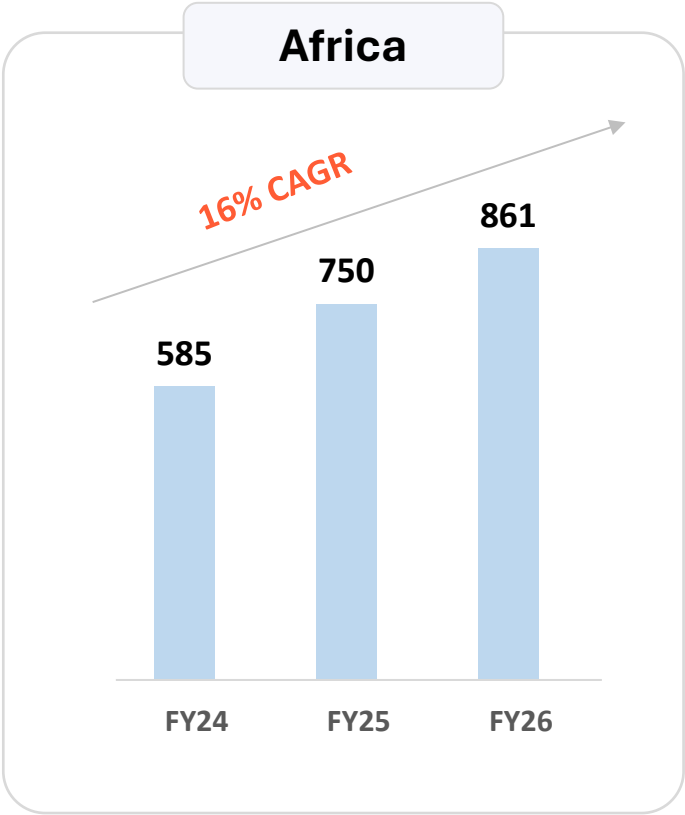
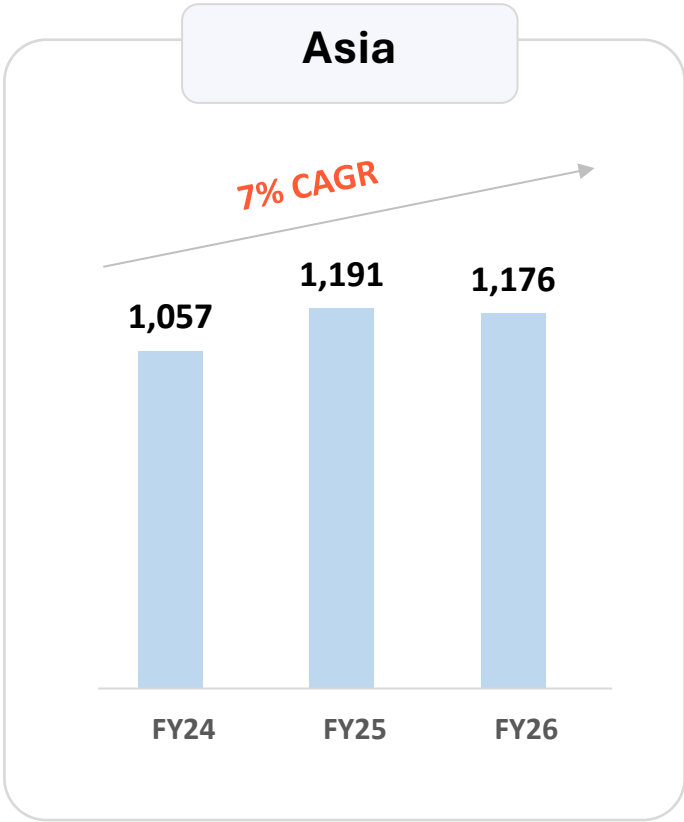
Pipeline
of healthy
product registrations

New Focus
Strengthening countries
of small presence & new entry

EM = Emerging Markets

3 Years of Growth in Asia & Africa

Revenue (Rs. Cr.)

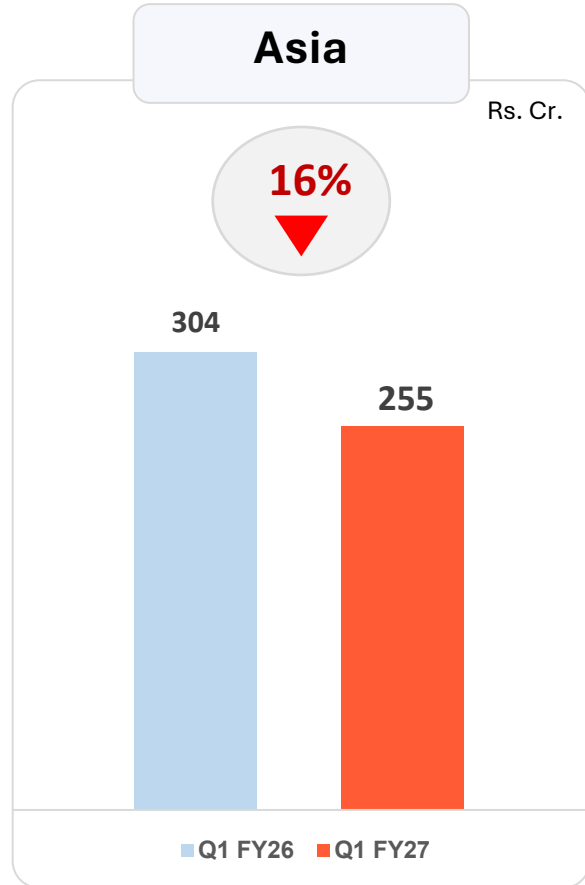


Source: Company data

EM – Mixed performance

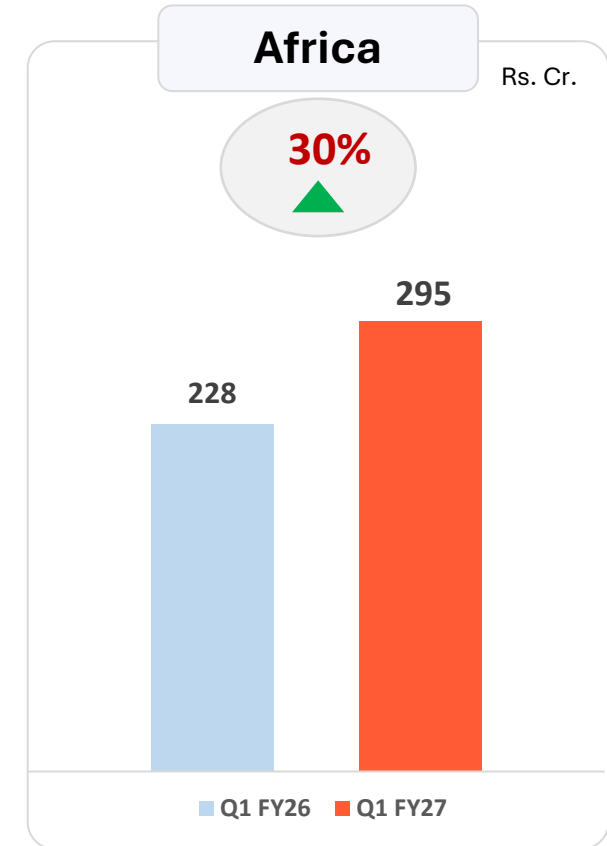
Q1 FY 2027

INDEX



Africa
Excellent growth

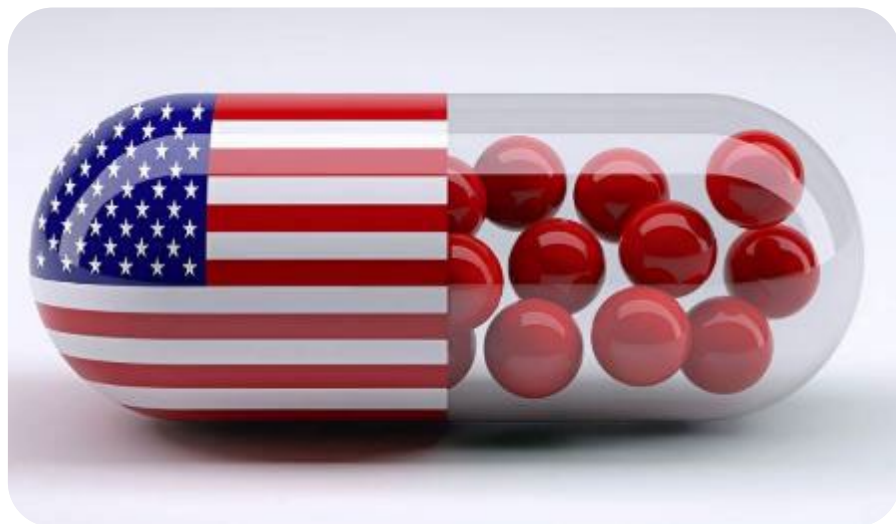
Asia
War impacted continues



EM = Emerging Markets

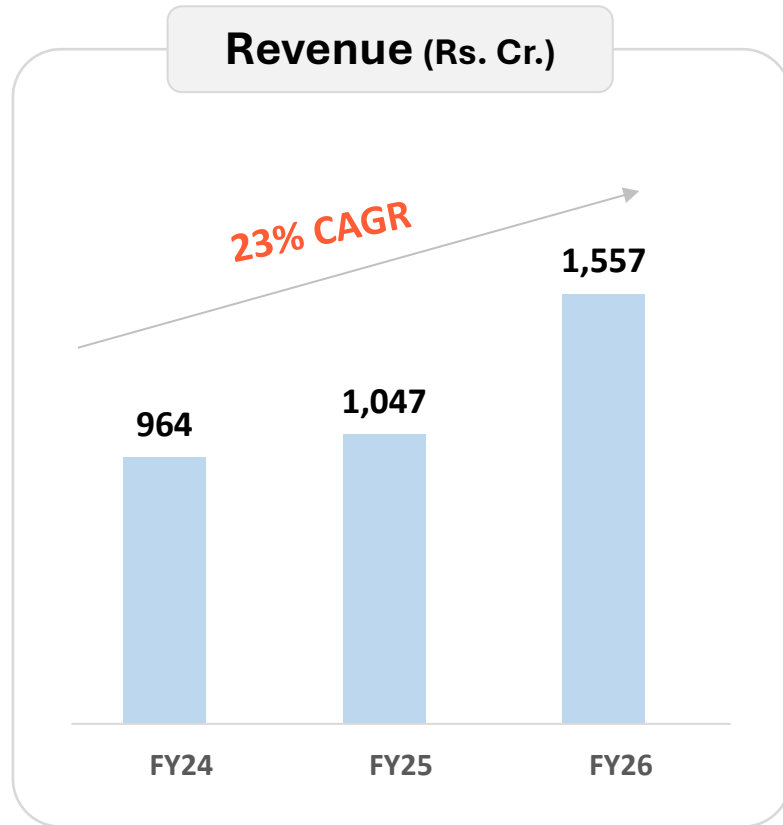
30th July 2026

ajanta



US Generics

Yet another **super** performance



55
Active ANDA
(3 approval in Q1 FY 2027)

51
Products on shelf
(2 launched in Q1 FY 2027)

17
Pending approvals

8-12
Filing Target

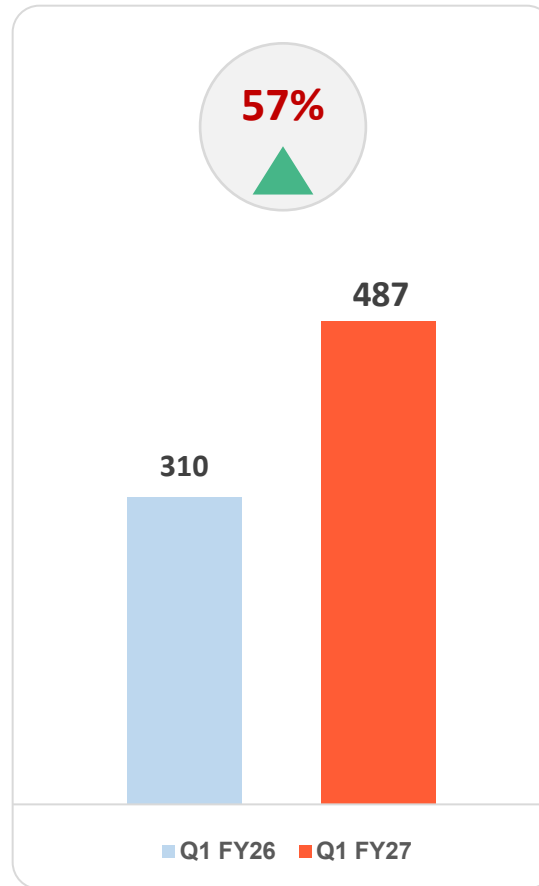
Source: Company data

US Sales – Outstanding performance

Q1 FY 2027

INDEX

Revenue (Rs. Cr.)



Source: P&L

30th July 2026

ajanta

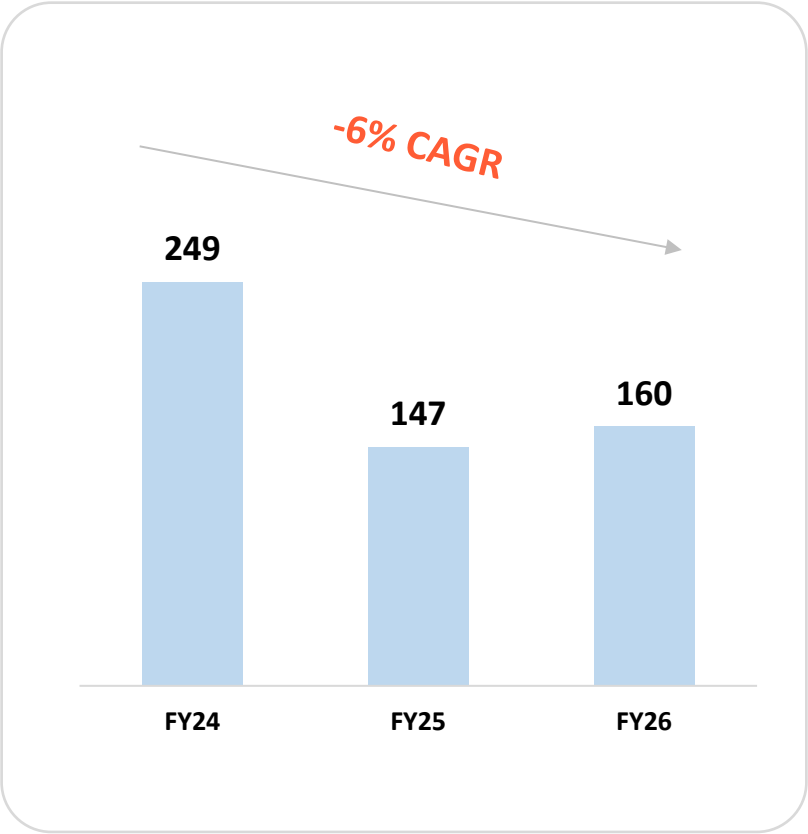
23



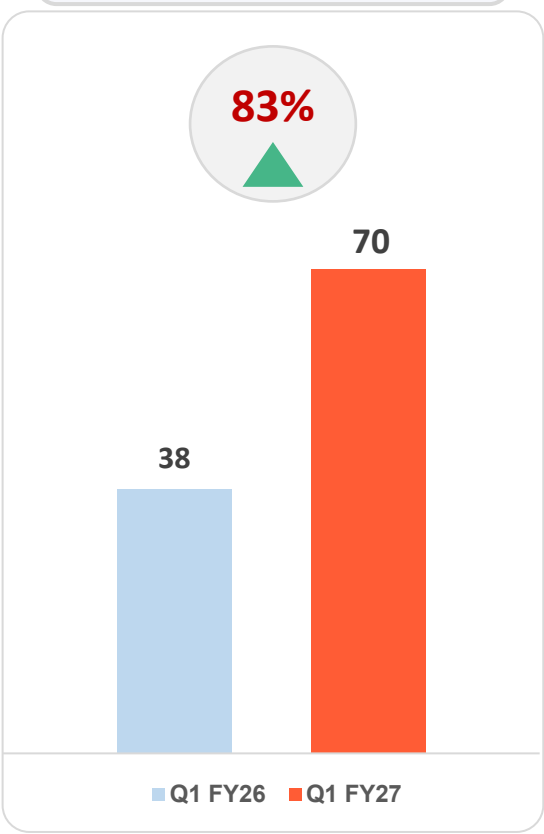
Antimalarial Institution

In line performance

Revenue 3 years
(Rs. Cr)



Revenue Q1 FY 2027
(Rs. Cr.)





R&D and Manufacturing

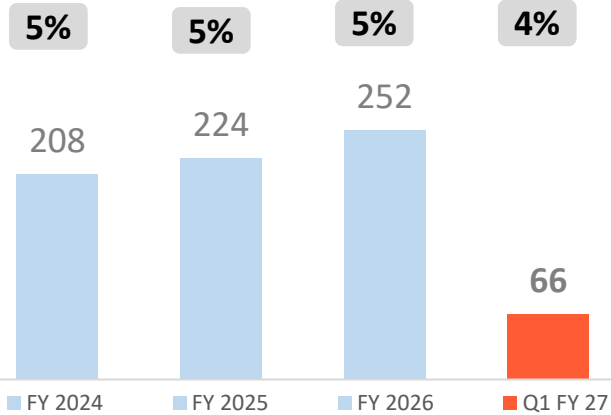
Strong formulation **capabilities**

850+

Scientists

R&D Expenses (Excluding Capex)

(Rs. Cr. / % to revenue)



Our 7 plants are **best in class** - major ones being

Q1 FY 2027

INDEX



Paithan
(Maharashtra)



Dahej
(Gujarat)



Guwahati
(Assam)



Pithampur
(Madhya Pradesh)





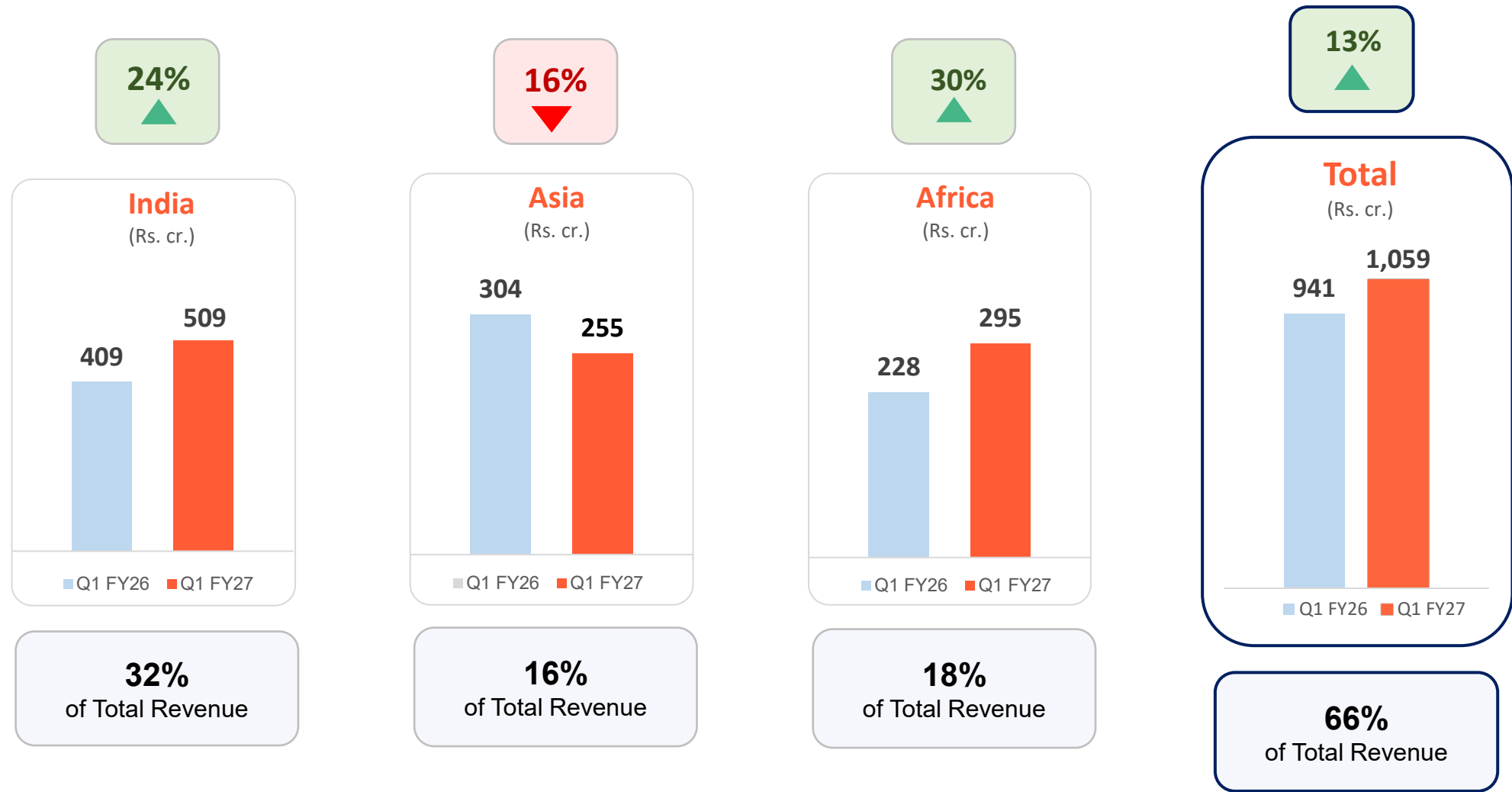
Financial Highlights (Consolidated)

Performance **at best**

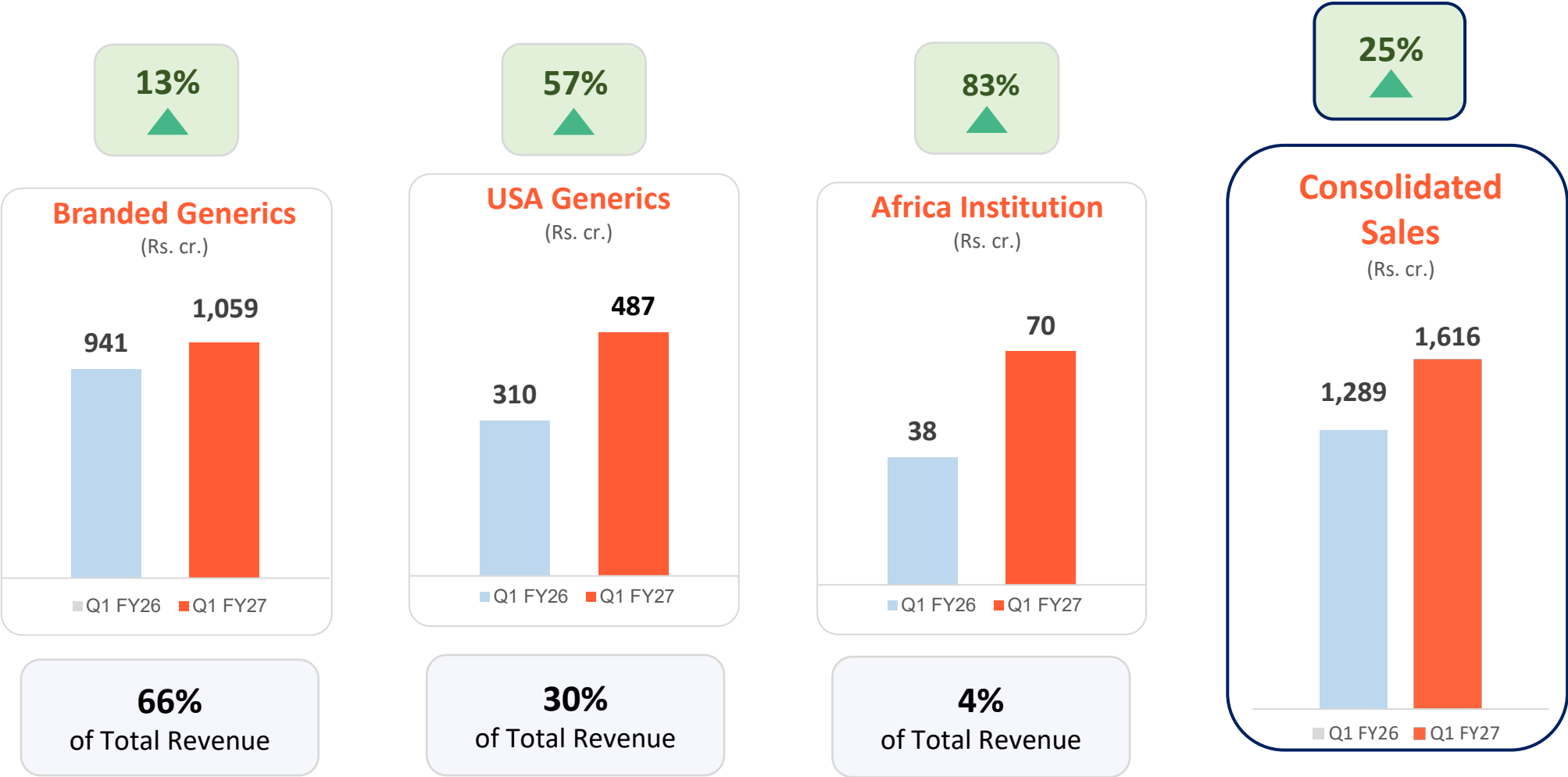
Branded Generics –India & Africa grew **exceptionally**

Q1 FY 2027

INDEX



Overall excellent performance in Q1



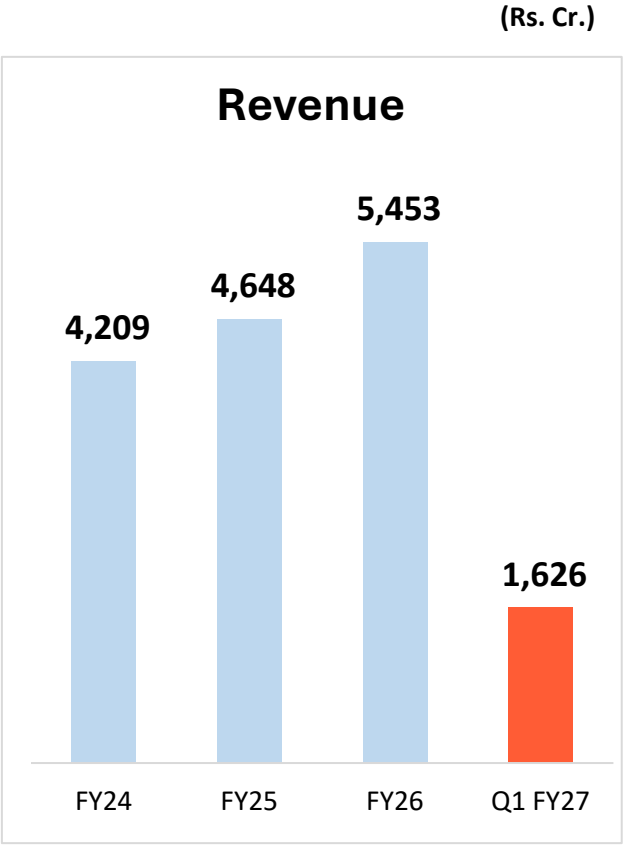
Q1 FY 2027 : Great beginning

Q1 FY 2027

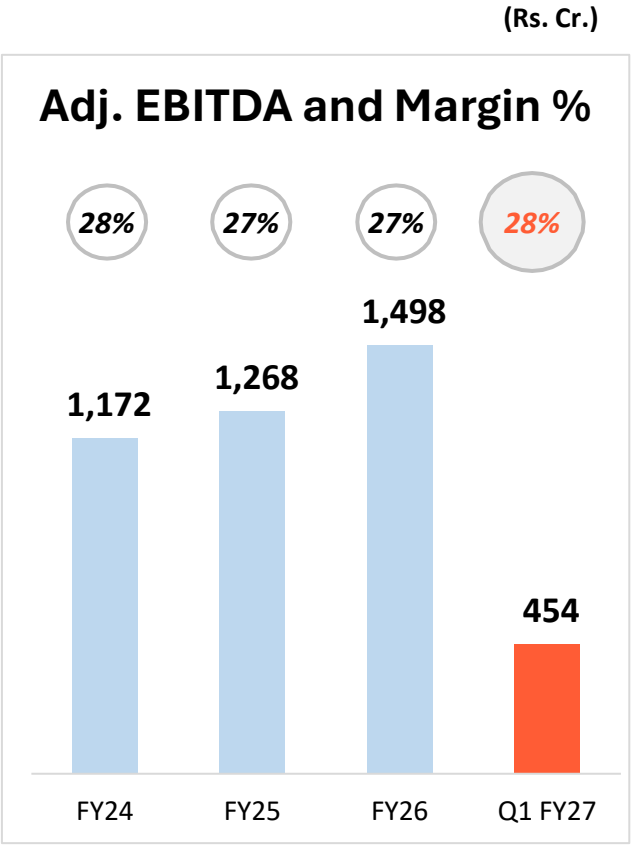
INDEX

Rs. cr.

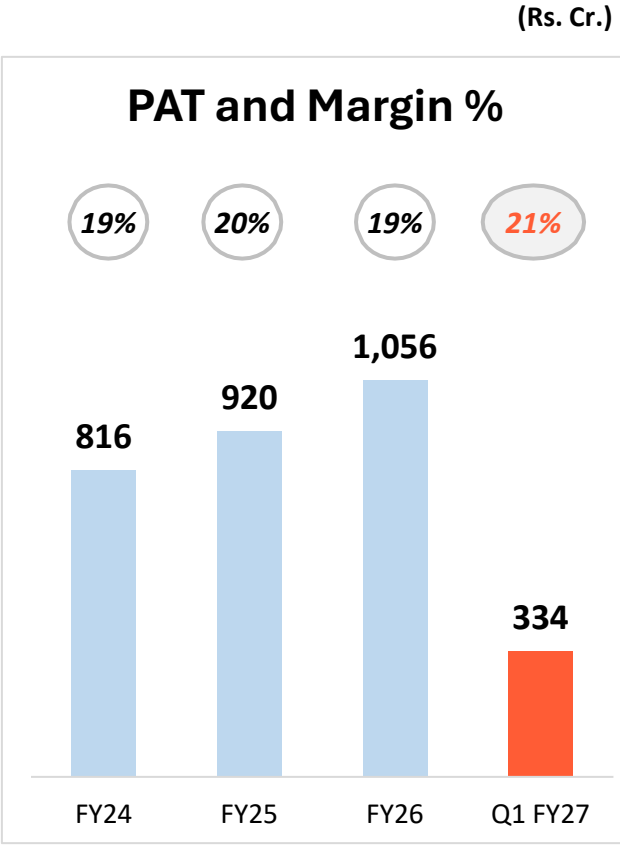
	Q1 FY 2026	% to RO	Q4 FY 2026	Q1 FY 2027	% to RO	% Growth
Revenue from Operations (RO)	1,303		1,422	1,626		25%
COGS	(276)	21%	(305)	(328)	20%	
Gross Profit	1,027	79%	1,117	1,298	80%	26%
Employee Benefit	(303)	23%	(341)	(381)	23%	26%
Other Expenses	(373)	29%	(443)	(493)	30%	32%
EBITDA	351	27%	333	424	26%	21%
Adj. EBITDA (excl. forex loss)	377	29%	375	454	28%	21%
Depreciation	(41)	3%	(45)	(45)	3%	
Finance Cost	(5)	0%	(2)	(3)	0%	
Other Income	26	2%	61	71	4%	
Profit Before Tax	331	26%	347	447	27%	35%
Tax Expense	(76)	6%	(80)	(113)	7%	
Net Profit	255	20%	267	334	21%	31%
Other Comprehensive Income	0	0%	18	(4)	0%	
Total Comprehensive Income	256	20%	285	330	20%	29%



14%
3 Year CAGR



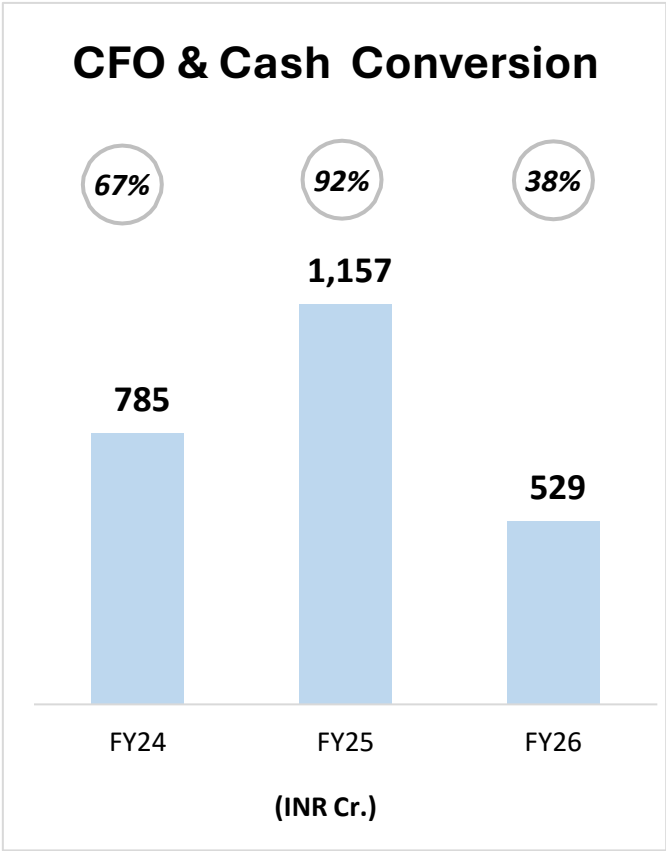
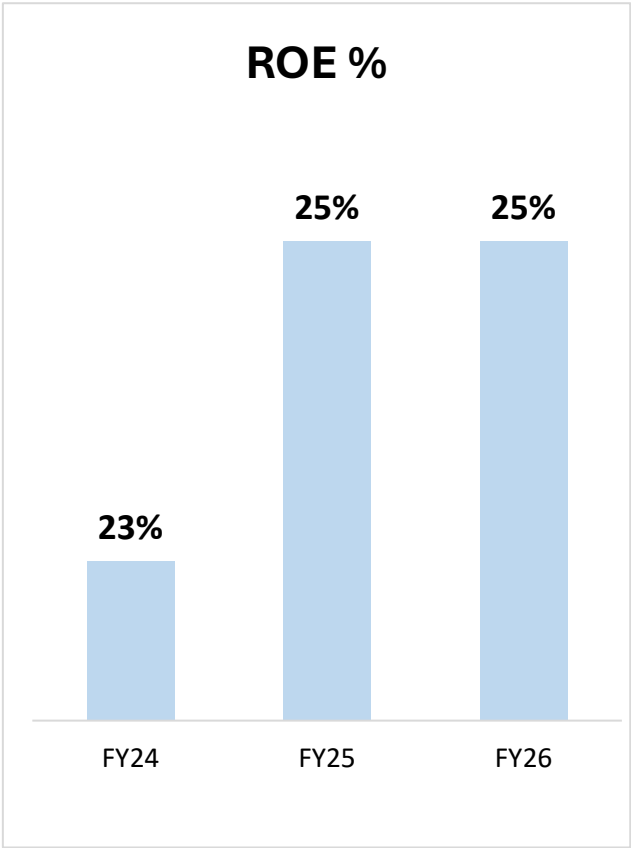
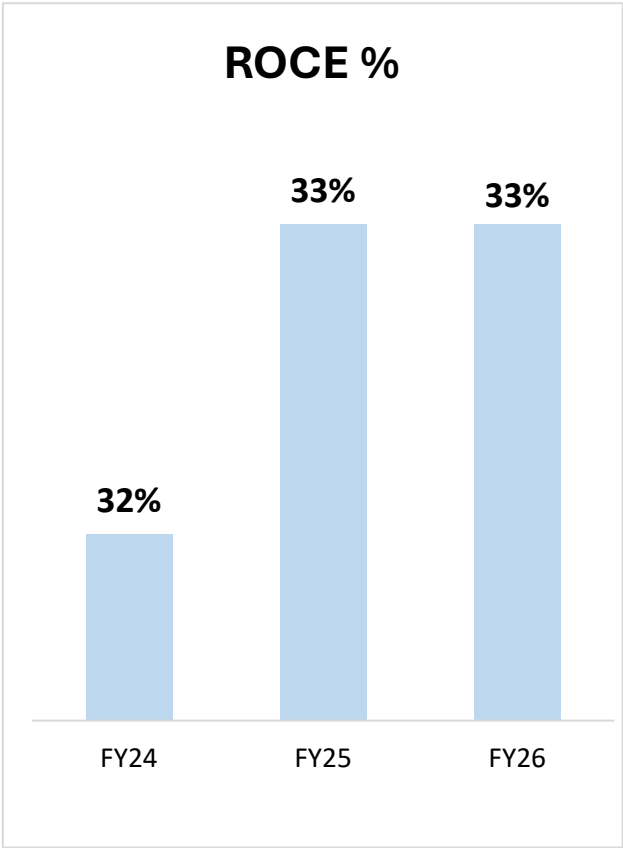
13%
3 Year CAGR



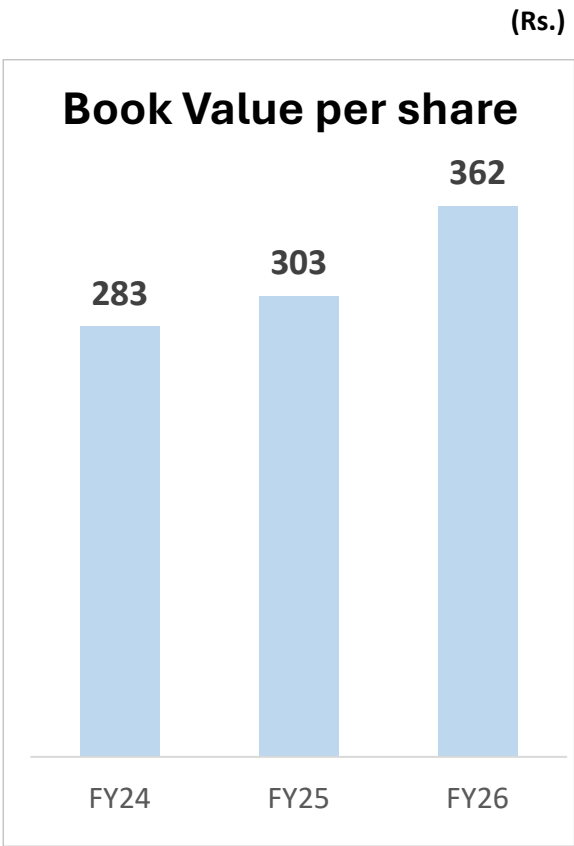
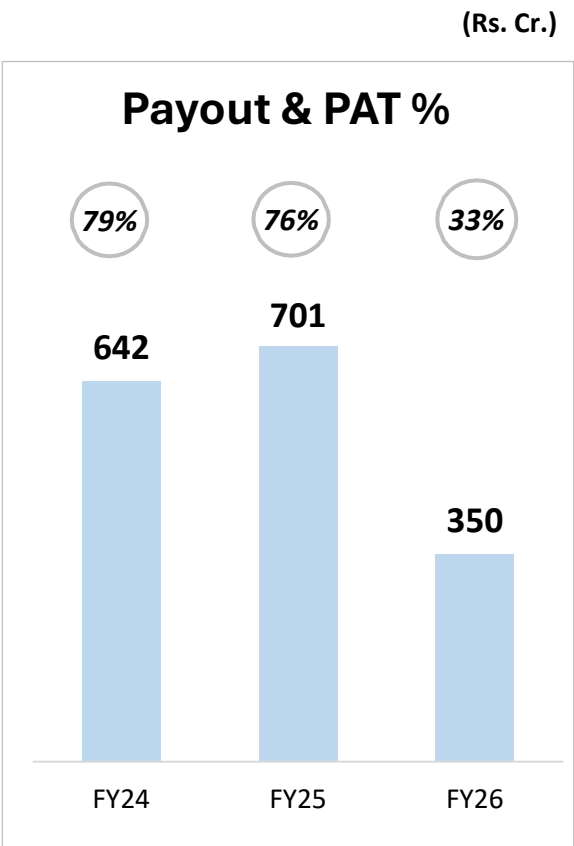
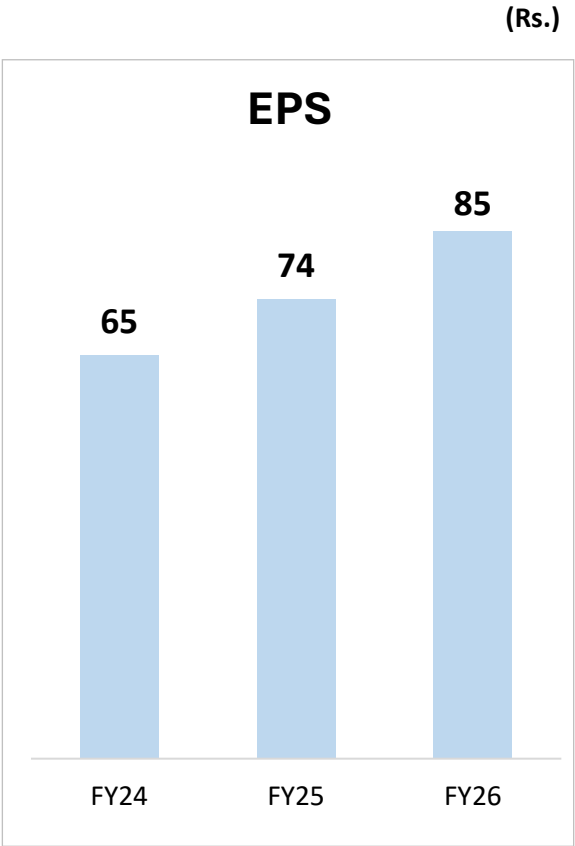
14%
3 Year CAGR

Adj. EBITDA excluding forex loss

Our performance among **best in industry**

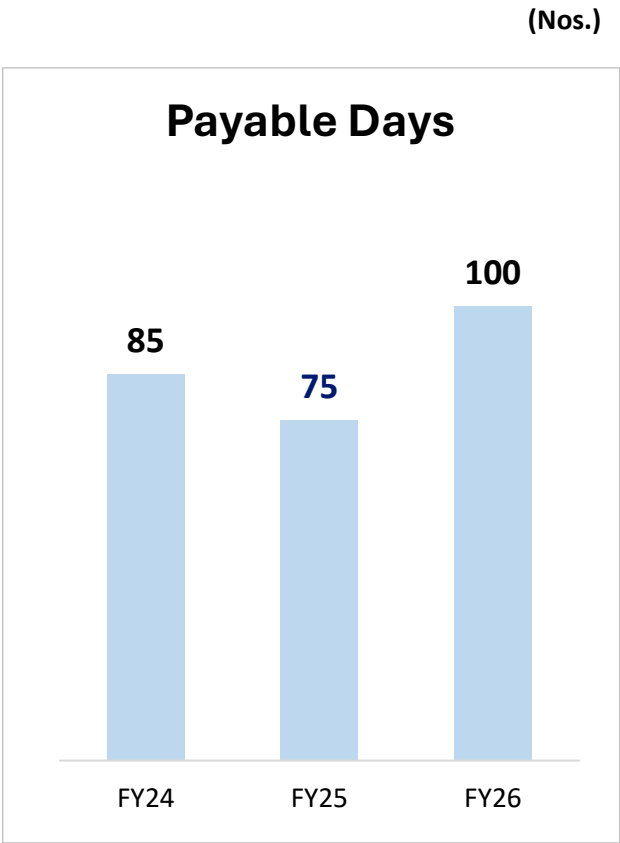
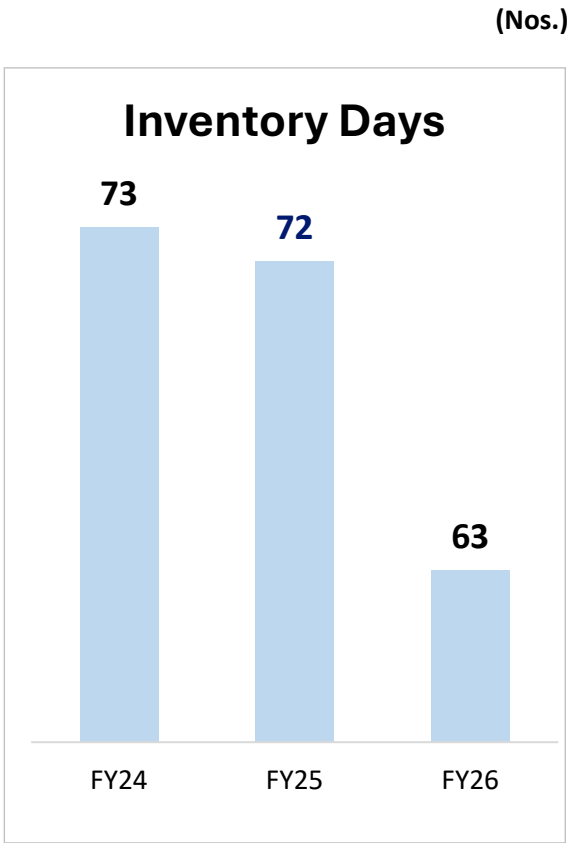
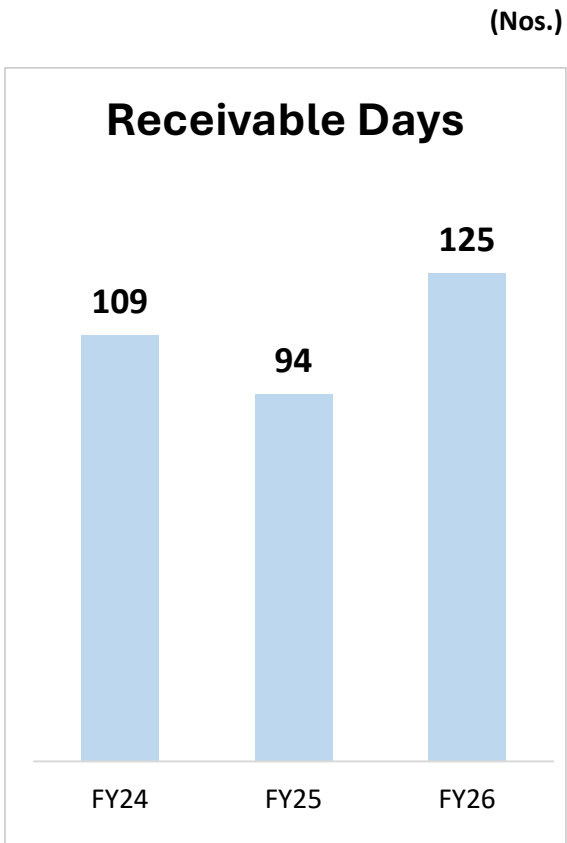


So also Earnings & Pay Out



Payout includes Dividend and Buyback

We continue to **improve** on working capital front





Strategy

Levers for growth

We continue to work on our **strategic priorities**



New products launches across markets

Strong **product portfolio under** development / registration

Gain market share in existing products

Focus on **field force productivity** enhancement

Thrust on new countries & therapies

Adding **therapies, products & field** in new countries

Optimize Expenses

Focus on **costs optimization**

Focus on digitalization

Across **all functions** of the organization



Earnings Call

Let's Talk

Q1 FY27 Earnings Conference Call

Date and Time	July 30, 2026 at 16:15 – 17:15 hrs IST 18:45 – 19:45 hrs SST/HKT 11:45 – 12:45 hrs BST 06:45 – 07:45 hrs US ET
Dial-in Numbers	
Diamond pass link for faster access	Click here to register
Universal Access	Primary Access: +91 22 6280 1542 +91 22 7115 8372
International Toll Free Number	USA: 18667462133 UK: 08081011573 Hong Kong: 800964648 Singapore: 8001012045

Thank you

For more information, please visit our website:

www.ajantapharma.com

For regular updates follow us on twitter

<https://x.com/ajantapharmaltd>

For specific queries, contact:

Rajeev Agarwal: 022-60609706

rajeev.agarwal@ajantapharma.com

Abhineet Kumar: 022-60609721

abhineet.kumar@ajantapharma.com

**Ajanta Tower, 54-A, M Vasanji Road, Chakala,
Andheri (E), Mumbai 400 093**

CIN No. - L24230MH1979PLC022059