



**“Aptus Pharma Limited
Q2 FY27 Earnings Conference Call”
October 26, 2026**

Management: Mr. Tejash Hathi – Managing Director

Aptus Pharma Limited
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Moderator: Good day and welcome to the Q2 FY 2027 conference call of Aptus Pharma Limited.

As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' and then '0' on your touch-tone phone.

I now hand the conference over to Mr. Tejash Hathi. Thank you and over to you, sir.

Tejash Hathi: Good evening, ladies and gentlemen, I am Tejash Hathi – Managing Director of Aptus Pharma Limited, and it is my pleasure to welcome you to today's Earnings Conference Call.

On behalf of Aptus Pharma Limited, I would like to extend a warm welcome to all our investors, shareholders, analysts, participants, and all ladies and gentlemen. Thank you for joining us for our Earnings Conference Call for the first half of the financial year 2026-2027.

First of all, I would like to thank you for your continued interest in the Aptus Pharma and for taking the time to understand our business, our performance, and our future vision. Today, I will take you through our company's journey, the opportunities we see in the Indian pharmaceutical industry, our financial performance for the half-year ended 30th September 2026, and the scalability of our business model and our long-term strategic vision.

I also would like to explain how we are thinking about the next phase of our development and the priorities that will guide our decisions as we continue to expand. Let me begin with a brief introduction of Aptus Pharma Limited.

The company is a pharmaceutical company established in the year of 2010. We started as a local player and over a period of time have become a strong regional player and now, we are emerging as a nationally recognized pharmaceutical company. Aptus Pharma Limited has steadily developed its presence in the Indian pharmaceutical sector with a focus on pharmaceutical brand building, market development, and the distribution of quality healthcare products. Today, our portfolio comprises more than 300 formulations across multiple therapeutic segments. This includes acute, chronic, wellness, and OTC products. We believe this approach provides us with operational flexibility and allows us to develop our market presence without making large manufacturing investments at the initial stage of growth.

Our network comprises more than 250 distributors and sub-distributors, while our products have retail availability exceeding 45k and are trusted by more than 10,000 honorable doctors.

As outlined in our investor presentation, our business is organized around three important verticals. The first is our pharmaceutical formulation business, which remains the core of our operations and focuses on the prescription-based therapies. The second is our OTC and wellness vertical, which gives us an opportunity to participate in the consumer healthcare and complementary wellness categories. The third is our service vertical, through which we intend to develop international opportunities and gradually expand our presence beyond the domestic market.

We are also evaluating how to strengthen our capabilities across the pharmaceutical value chain over time, including the development of manufacturing capabilities as part of our long-term strategy. Our broader objective is to evolve from our existing platform into a more integrated pharmaceutical business with a stronger domestic footprint and a global, gradually international presence. As a listed company, we understand that our responsibilities extend beyond growing revenue. We must also focus on profitability, governance, regulatory compliance, financial discipline, and the responsible use of capital.

We believe that sustainable value creation comes from building a strong business step-by-step rather than pursuing expansion without considering the financial and operational implications. This philosophy will continue to guide our approach as Aptus Pharma enters into the next phase of growth.

Let me take a short review of the Indian pharmaceutical industry and the opportunities that we believe are relevant to Aptus Pharma.

India has established itself as one of the world's leading pharmaceutical markets and is widely recognized as the pharmacy of the world as our Honorable Prime Minister said. As highlighted in our investor presentation, India ranks third globally in pharmaceutical production by volume, supplies approximately 20% of global generic medicines and exports pharmaceutical products to more than 200 countries. These achievements reflect the strength of India's pharmaceutical ecosystem, its manufacturing capabilities, its expertise in generic medicines, and its ability to serve a wide range of healthcare requirements. We believe that the Indian pharmaceutical industry's long-term growth potential provides an encouraging environment for companies like Aptus that can combine market understanding with operational discipline and a sustainable business model.

I will now discuss our financial performance for the first half of the Financial Year 2026-2027. We are pleased to report a strong performance for the half-year ended 30th September 2026, reflecting the growth of our business and the progress we made in expanding our operations. Our revenue from operations stood Rs 48.90 crore compared with Rs 14.38 crore in the corresponding half-year of the previous financial year. This represents substantial year-on-year growth and a significant increase in our operating scale. Our total income for the period was approximately Rs 48.96 crore. On the profitability front, our EBITDA stood at approximately Rs 7.68 crore, while our profit before tax was approximately Rs 6.83 crore and our profit after tax stood at approximately Rs 5.08 crore. We believe these results demonstrate the progress we have made during the reporting period and provide an encouraging foundation for our next phase of development. However, as management, we do not view the performance only through the lens of revenue growth. We also look at the relationship between revenue, profitability, working capital, and the resources required to support expansion.

Revenue growth is an important indicator for the business momentum, but the objective is to convert the momentum into a sustainable, profitable and financially sound operating structure. Our focus will therefore remain on maintaining appropriate cost discipline, improving operating efficiency, and ensuring our expansion is supported by sound financial management.

Let us understand our business revenue mix across the different categories. At present, as we explained in our investor presentation, acute therapy contributed approximately 44% sales, chronic and semi-chronic therapies contributed around 20% sales, wellness and OTC products contributed approximately 20%, and sales of services represented around 16% of the revenue. This mix provides an important perspective on the composition of our business. Acute therapy remains our largest revenue contributor. At the same time, chronic, semi-chronic therapies and wellness OTC products, as well as service-related activities together account for a meaningful portion to our business.

We intend to strengthen our acute and chronic therapy portfolio while continuing to develop opportunities across all these other categories. Our objective is to build a balanced business in which each vertical contributes appropriately to overall growth and profitability. We will continue to evaluate the opportunities based on market demand, product positioning, commercial viability, and our ability to support those opportunities through our network.

As our business grows, maintaining profitability and operating discipline becomes increasingly important. Our marketing model provides flexibility, but it also requires careful management of product costs, sales and distribution expenses and other costs associated with the running of an expanding pharmaceutical business. We will continue to focus on ensuring that our resources are directed towards activities that support sustainable growth. These include strengthening the effectiveness of our sales organizations, improving coordination with our manufacturing partners, and ensuring that product availability is aligned with the market requirements. We believe that the quality of growth matters as much as the pace of growth. Our intention is to develop a business that can maintain a sound financial foundation while increasing its scale over time.

I would like to highlight the importance of working capital management as our business expands. As of 30th September 2026, our total assets stood at approximately *Rs. 54.55 crores. Our inventory was approximately Rs. 16.25 crores, while trade receivables stood at approximately Rs.28.64 crores. This figure underlines why working capital management remains an important area of management attention.

In a marketing-led pharmaceutical business, inventory availability and customer credit are part of the operating cycle. At the same time, these areas need to be

managed carefully to ensure that growth translates into a healthy and sustainable business.

Our priorities include monitoring inventory levels, improving collection efficiency, maintaining appropriate credit discipline, maintaining the timing of payments and receipts. We recognize that as revenue increases, the absolute requirement of working capital can also increase. Therefore, growth needs to be supported by an appropriate approach to receivables, inventory, and liquidity.

Our focus is on building a business that is not only larger but also increasingly disciplined in how it manages resources. We will continue to monitor these areas closely as we extend our geographic reach and product portfolio. Overall, we consider our H1 performance, an encouraging step forward.

Our priority is now to build this momentum while maintaining a clear focus on profitability, working capital, and operational efficiency. We highly believe that Aptus Pharma's business model provides a strong foundation for sustainable and scalable growth. By partnering with WHO-GMP certified manufacturers, we can focus on expanding our product portfolio, which is right now 300-plus formulations, strengthening our distribution network, which is right now 250-plus distributors and sub-distributors, and increasing in our retail reach.

Our target is to achieve a 46% geographic coverage across India by March 2027. Alongside our pharmaceutical formulation business, we see significant opportunities in OTC and wellness products under global markets. Over the long term, we also aim to progressively develop our manufacturing capabilities to support our growing business.

We believe that this combination of our portfolio expansion, geographic reach, complementary business verticals and manufacturing development will create a strong platform for long-term, supported by quality, operational efficiency and financial discipline.

Let me now discuss our long-term vision and the strategic priorities that will guide Aptus Pharma over the coming years. Our H1 Financial Year 2026-2027 performance is an encouraging milestone. We believe it gives us a stronger platform from which to pursue a strategic objective. At the same time, we understand that the next phase of growth will require more careful execution.

With organizational development and continued attention to financial discipline, our strategic roadmap is built around three principal pillars – manufacturing expansion, pan-India distribution network expansion, and global expansion.

As outlined in our investor presentation, we are proposing a manufacturing expansion by March 2028 with a target development of approximately 20% product portfolio by our own manufacturing capabilities. Our intention is to progressively strengthen our capabilities within the pharmaceutical value chain. Manufacturing development is expected to be evaluated in terms of its ability to support and control supply chain efficiency, product availability, and our own brand portfolio. This is a strategic objective that requires appropriate planning and evaluation. We will need to consider investment requirements, regulatory approvals, operational readiness and commercial feasibility as we progress.

Our existing third-party manufacturing relationships remain a continued and important part of our operating model. The longer-term objective is to develop additional capabilities that make strategic financial stance for the company. The second pillar is to expand our presence across India. We are targeting 46% geographic coverage by March 2027 and followed by our long-term objective to establish a pan-India footprint by 2029. This is a significant development priority for Aptus Pharma. A broader geographic presence can provide opportunities to extend the reach of our existing products, develop new distribution relationships and strengthen our engagement with healthcare professionals. However, we believe expansion should be supported by the right infrastructure, self-execution, and financial resources.

Our approach will therefore be phased with attention to the quality of market development and sustainability of operations in each new geography. The third pillar is international expansion. Our strategic roadmap identifies the potential opportunities across the selected markets in Asia, Africa, and Latin America.

Our objective is to explore markets where product portfolio and business capabilities may be commercially relevant. International expansion requires careful evaluation of registration requirements, local regulations, distribution arrangements, product sustainability and economics of each market. We will therefore follow a gradual and opportunity lead approach rather than pursuing expansion simply to increase the number of the countries in which we operate.

Alongside these three pillars, we will continue to focus on the fundamentals of our business. This includes strengthening our brand, improving sales productivity, maintaining product quality, developing our distribution network, managing working capital and ensuring regulatory compliance.

To conclude, the first half of Financial Year 2026-2027 has been an important period for Aptus Pharma Limited. We reported revenue from operations of Rs. 48.92 crore EBITDA, approximately Rs. 7.68 crore EBITDA, and profit after tax of approximately Rs. 5.08 crore. These results reflect the progress we are making in expanding our business, and strengthening our market presence. Looking ahead, our focus will remain on strengthening our pharmaceutical formulation of acute and chronic therapy and business development of our OTC and wellness portfolio, expanding our geographic reach, progressively building manufacturing capabilities, and exploring international opportunities.

At the same time, we will continue to pay close attention to profitability, working capital management, regulatory compliance, and exigent use of available resources. Our objective is to build Aptus Pharma into a stronger, more diversified, scalable pharmaceutical company that can create a long-term value for all stakeholders.

On behalf of the management, I would like to thank all our investors, shareholders, business partners, distributors, honourable doctors, employees and all other stakeholders for their continued trust and support. We remain committed to executing our strategy in a phased and responsible manner. Thank you for your time and participation. We are now happy to take your questions. Thank you. Thank you so much.

Moderator:

Thank you, sir. We will now begin the question-and-answer session. The first question comes from Mahesh Tolani from Goquarter, please go ahead. Mahesh sir, can you please go ahead with your question? Sir, there is no response. The next question comes from Aavesh Jain, an individual investor. Please go ahead.

Aavesh Jain:

Hello. Sir, what are the guidelines for the upcoming two to three years for the topline, EBITDA and the PAT margin?

Tejash Hathi:

Yes, please sir.

- Aavesh Jain:** So what would be the guideline for the EBITDA, topline and net profit margin for the upcoming two to three years and for the next year? And what are the strategies companies are currently following to achieving the same?
- Tejash Hathi:** Sir, let me say first; at present we are not going to give any forward figure. So, at present, we are not giving the guideline regarding the EBITDA or topline or bottom line at present right now. As far as your second question, what kind of business we are doing? Sir, you want to understand what kind of business we are involved in, right?
- Aavesh Jain:** No, sir. My simple question is, what kind of target is the company taking ahead? What percentage growth are we expecting?
- Tejash Hathi:** Yes. The company's clear focus ahead is that we started as a local player, we emerged as a regional player and now we are becoming a national player in the pharmaceutical industry. Our clear vision and target by *2029 is Pan India presence of our company with our own manufacturing facility as well as expanding our product portfolio.
- Aavesh Jain:** Okay sir. What kind of growth percentage are we expecting? Will it be constant to what we have delivered now or will it be more than that, if you can give us some guidance on it?
- Tejash Hathi:** Sir we are putting our extreme efforts and we all promoters belong to this category. I would like to say, I have started my career as a Medical Representative. Since I started my career as a Medical Representative, so I understand the entire pharma industry cycle. So, we are growing very rapidly and we expect that our hard work will pay off in the future as well.
- Aavesh Jain:** So will this growth be consistent? Or will there be some ups and downs in the situation that is going on now?
- Tejash Hathi:** Sir we will not go further on figurative matters. After compliance, I will definitely disclose the guideline also.
- Aavesh Jain:** Okay sir. What is the company's strategy now, to increase the distributor network and move forward?
- Tejash Hathi:** No, sir. We are not a distributor. We are a pharmaceutical company.

Aavesh Jain:

No, sir. I mean. Sorry. I think I have wrongly interpreted it. I mean to ask a question, sir. What is the company's key strategy to move forward? With which, there will be geographical expansion, the company will grow and the market penetration of your product will increase.

Tejash Hathi:

Yes Sir, the company is aggressively expanding its geographical presence. Before listing, we were present in two states. Now till March 2027, we will cover 46% of India as we disclose. And till the coming 2029, we are moving with the aim that at every medical store, Aptus is available. Our product will be available in every medical store. More than 8.5 lakh pharmacies and medical stores are available in India. So, it will be available in every medical store. Our lead business model is prescription generation. You are getting the large revenue from the generation of the prescription, so our that model will be continued. And at the same time, OTC and wellness division are also doing extremely well. So, our focus will be on that as well. And we highly focus on the acute therapy also. In today's date, last to last year, we introduced our chronic division. So, we have a revenue contribution of 20% now. So, we will keep making it stronger day by day. Even in chronic, like the cardio diabetic product.

Aavesh Jain:

Okay sir. And sir what is our company's USP as compared to other competitors, like on what base is our company ahead of the other companies? How is it performing better than the other companies? If you can give us some guidelines on this?

Tejash Hathi:

Sir, as the Indian pharma industry is growing very rapidly, we are a prescription-based company. Our company is moving ahead through prescription. And our key USP is that, we have a diversified product portfolio. We are not dependent on a single product or single portfolio. We have a large number of products. And we have a very large diversified product portfolio. In which we are focusing on acute therapies, chronic therapies, OTC as well as wellness therapies also. So, this is our key USP. Beyond that, our entire promoter team is an experienced team. We have worked from the roots in pharmaceuticals. So, our entire promoter team is an experienced management team. And our marketing team and distribution networks are also very strong. So, understanding the pulse of the Indian pharmaceutical industry, we are growing very rapidly.

Aavesh Jain:

Okay sir. What is the future focus of your company? Will it increase the product range? Or will the penetration of our core segment increase geographically?

- Tejash Hathi:** Sir, our vision for the future is clear. Our core focus will be on our lead brands. And by mixing chronic acute, pediatrics to geriatric, our focus will be clear that we will become strong in tier 2 and tier 3 cities and after that, our pan India prescription. Our core focus will be more and more on revenue generation through prescription business.
- Aavesh Jain:** Okay sir thank you. This is it from my side.
- Tejash Hathi:** Thank you so much, sir.
- Aavesh Jain:** Okay.
- Moderator:** Thank you sir. Dear participants, if you have any questions, please press '*' and '1' on your telephone keypad. The next question comes from Meet Gada from OM Enterprise. Please go ahead.
- Meet Gada:** Sir, what are the key business segments of the Aptus Pharma?
- Tejash Hathi:** Pardon sir?
- Meet Gada:** What are the key business segments?
- Tejash Hathi:** Sir our key business segment is, we get the revenue from the generation of prescriptions. In simple language, we work in the same way as the entire pharmaceutical companies work. The only thing, our scale is right now small, but in the future, like big pharma companies work, we work on the same model. As our scale increases, we will be a national player.
- Meet Gada:** Okay sir.
- Moderator:** Thank you, sir. Dear participants, if you have any questions, please press '*' and '1' on your telephone keypad. The next question comes from Aavesh Jain, an individual investor. Please go ahead.
- Aavesh Jain:** Sir, our company is planning to increase our domestic presence in the future. So how many employees do you currently have in marketing?
- Tejash Hathi:** At present, we have 142 people, directly in the front line as a Medical Representative on roll. As well as on-roll and off-roll together, we have more than 150 plus

professionals and 200 plus sales-representatives of distribution and drug distribution networks.

Aavesh Jain: Okay and what is the attrition ratio, sir?

Tejash Hathi: The attrition ratio is very less, sir. It is below 5%-6%, I can say.

Aavesh Jain: Okay thank you, sir.

Tejash Hathi: We can proudly say that the people with us in 2012 are still working with us right now.

Aavesh Jain: Okay, sir. Thank you so much.

Moderator: Thank you, sir. The next question comes from Pragyam from Bommi Management. Please go **ahead**.

Pragyam: Sir, we said we are going to enter into manufacturing. So, what sort of manufacturing are we planning? Are we going to make our own formulations or some sort of CDMO?

Tejash Hathi: Absolutely not. We will not go for the CDMO. The plant will be dedicated for self-consumption. Our aim will be like in the coming times our number of products will be, like today we have 300 formulations; so how many formulations will be there, out of that we will make 20% formulations for self-consumption. The remaining capacity will be for export to the rest of the world. It will be for ROW countries.

Pragyam: Sir, how much CAPEX will we require for this and where will the funding come from?

Tejash Hathi: Yes, so right now our preferential issue is going on. After the receiving of the necessary approval from the exchange, we will start on the work, which approximately, we have planned for Rs. 35 crore at the initial phase. But at the time of the execution, as per the need, we will do the arrangement of all CAPEX.

Pragyam: And sir, what will be the asset terms from this CAPEX? And till when will this Rs. 35 crores CAPEX be commissioned?

Tejash Hathi: That entire CAPEX will not be managed from preferential, we will do the CAPEX of Rs 25 crores from the preferential issue.

- Pragyam:** Okay. No sir, my question is, what is the peak revenue potential of Rs. 35 crores? I mean, how much maximum can you earn from that CAPEX? And till when will this Rs. 35 crores CAPEX be completed?
- Tejash Hathi:** That will go to the forward figure. At present sir, I will not go for the any... I have submitted all due diligence project report, detailed project report to the related authorities.
- Pragyam:** Sir, I am not asking for the forward number. I am not even telling you when that number will come. I want to ask, how much maximum can you earn from that Rs. 35 crores CAPEX?
- Tejash Hathi:** Definitely sir, that will help us for our future growth. Again sir, I will not go for the figures right now.
- Pragyam:** Okay, sir. And, its margin will be much higher than our current business?
- Tejash Hathi:** As routine our pharmaceutical industry, gross margins are good.
- Pragyam:** Okay, sir. Thank you.
- Moderator:** Thank you, sir.
- Pragyam:** Thank you sir. Thank you, madam.
- Moderator:** There are no questions. I now hand over the conference to Mr. Tejash Hathi from Aptus Pharma Limited for closing comments.
- Tejash Hathi:** Thank you. Thank you, all the participants. Thanks for joining us. And thank you so much for spending your valuable time. I am confident that, working hand in hand, we will grow very rapidly. And we will do very well in future and at the same time, we will emerge as a national pharmaceutical company in coming times. Thank you so much.
- Moderator:** Thank you, sir.
- Tejash Hathi:** Thank you madam.

Moderator: On behalf of Aptus Pharma Limited, that concludes this conference. Thank you for joining us and you may disconnect your lines now.

Disclaimer: *This transcript has been edited for language, grammar and clarity of presentation and, accordingly, may not be a verbatim reproduction of the audio recording of the Earnings Conference Call.*

**During the Earnings Conference Call, the Managing Director inadvertently mentioned the figure of Total Assets as on 30-09-2026 as ₹ 44.55 crore instead of ₹54.55. crore and year 2030 instead of 2029 at one place. The mistakes have been corrected in this transcript to reflect the actual amount as per the financial results approved by the Board of Directors and actual year given in a press release and submitted to BSE Limited.*