



CIN No. : L24239DL2004PLC125888

## AKUMS DRUGS & PHARMACEUTICALS LIMITED

Regd. Office : 304, 3rd Floor, Mohan Place, L.S.C., Block-C, Saraswati Vihar, New Delhi-110034 (INDIA)  
Corporate Office : Akums House - Plot No. 131 to 133, Block-C, Mangolpuri Ind. Area, Phase-I, Delhi-110083  
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Ref: Akums/Exchange/2024-25/28

November 09, 2024

**To,  
The Listing Department  
National Stock Exchange of India Ltd  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051**

**To,  
The Listing Department  
BSE Limited  
Rotunda Building, Phiroze  
Jeejeebhoy Towers, Dalal Street,  
Fort, Mumbai – 400 001**

**Symbol: AKUMS**

**Scrip Code: 544222**

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation**

Respected Sir/Madam,

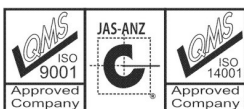
In compliance of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of investor presentation which is enclosed herewith.

This is for your kind information and record.

Thanking You

**For Akums Drugs and Pharmaceuticals Limited**

Dharamvir Malik  
Company Secretary & Compliance Officer



ISO 9001 : 2015  
ISO 14001 : 2015  
ISO 17025 : 2005 (NABL)

WHO-GMP  
US : NSF  
H A C C P





# Investor Presentation

November 2024

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# Managing Directors' Message



We take pleasure in declaring the Q2 results of the company and thank all the stakeholders and shareholders for their continued support to the company.

We continue to serve over 1,500 clients annually, a testament of our wide range of product basket, robust manufacturing processes, world class quality systems, efficient supply chain and dedicated R&D efforts.

Q2 was a challenging quarter faced with continued sluggish demand, despite that the company was able to grow on QoQ basis at revenue, EBITDA and PAT levels. The comparison of this quarter vs prior year quarter is differentiated by R&D project income which was exceptionally high last quarter.

Short term volatility apart, we continue to see strong secular demand for outsourced drug development and manufacturing. This is central to our clients' ability to compete in a dynamic environment. We continue to invest in building world-class capabilities to help our clients launch new formulations and therapies, and drive their growth.

We continue to focus on increasing our plant utilizations, expanding our portfolio of innovative products, bringing efficiencies in our API business and drive the overall business growth. The company is taking concrete measures to further strengthen its market position in the Indian CDMO space as well as position itself at the global level.

- Sanjeev Jain and Sandeep Jain



# Q2 FY24-25 Financial Performance Highlights

# Key Highlights – September 2024

Adjusted EBITDA\* declined to Rs. 1,347 mn (12.9%) from Rs. 1,871 mn (15.8%), gross margins however, improved to 42.3% from 40.6% on YoY basis

Adjusted PAT\*\* increased to Rs. 667 mn (6.4%) from Rs. 612 mn (5.2%) YoY basis

Company became Cash surplus on a consolidated basis with surplus at 3,406 million as on September 30<sup>th</sup> 2024

Cash flow from operations for H/E Sept 2024 is Rs. 708.18 mn (Rs. 632.57 mn) while Free cash flows ended at Rs. -645.57 mn (-ve Rs. 378.49 mn) on YOY basis

EBITDA for CDMO (constituting 77% of revenue) decreased to Rs. 1,227 mn (15.4%) from Rs. 1,882 mn (20.0%) on YoY basis

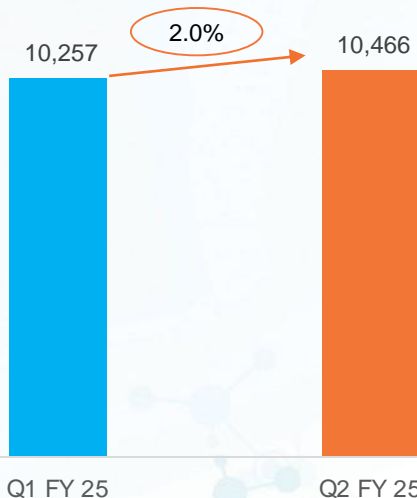
*\*Adjusted EBITDA has been calculated as the sum of restated profit/ (loss) for the quarter, tax expenses, finance costs, depreciation and amortization expense, fair value changes to financial instruments, share of profit/ (loss) of associates and exceptional items.*

*\*\*Adjusted PAT is calculated as the profit for the quarter plus fair value changes to financial instruments.*

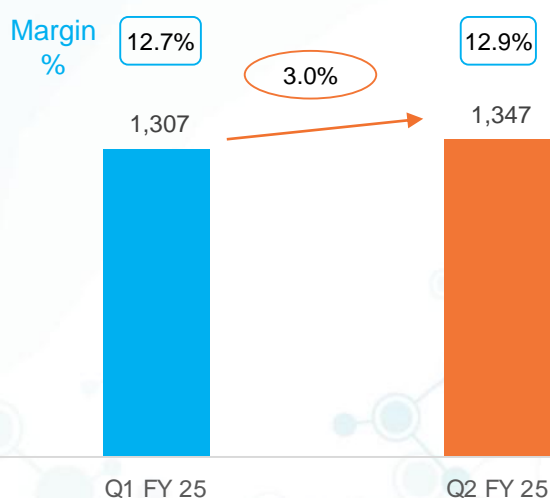
*^Put Option was removed on May 29<sup>th</sup> 2024 – consequently terms referring to adjusted may be used interchangeably with words without adjusted for numbers referring to Q2 and onwards*

# Consolidated Quarterly Performance Highlights (1/2)

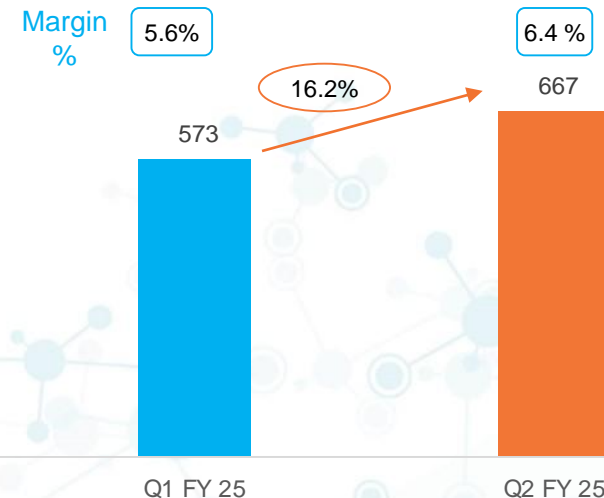
## Total Income (INR Mn)



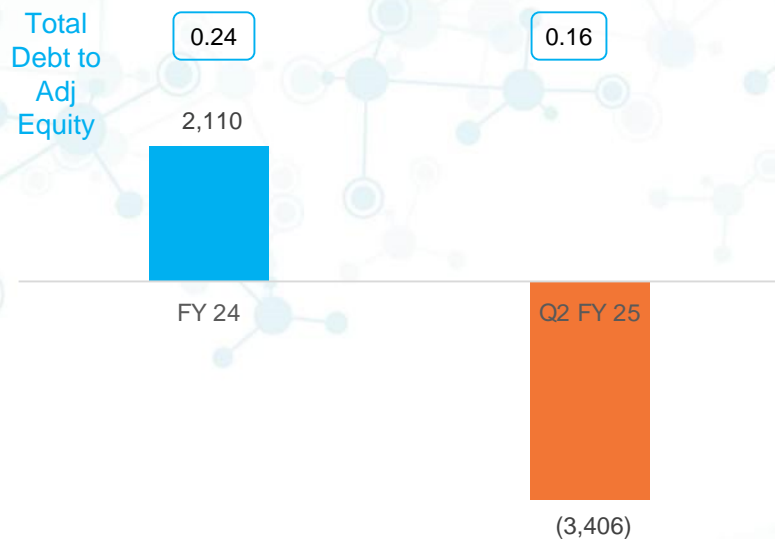
## Adjusted Ebitda<sup>1</sup> (INR Mn)



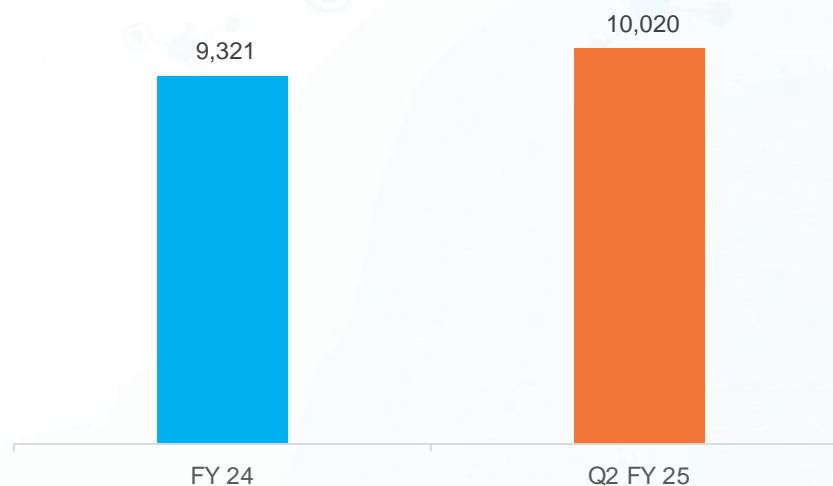
## Adjusted PAT<sup>2</sup> (INR Mn)



## Net Debt (INR Mn)



## Working Capital (INR Mn)



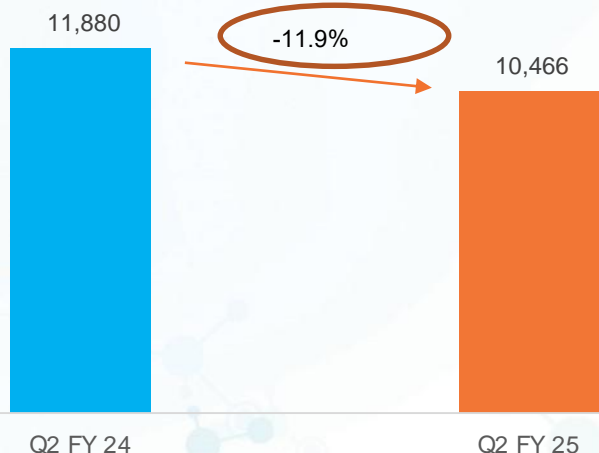
(1) Adjusted EBITDA = Profit before tax + fair value changes to financial instrument + finance cost + depreciation and amortization

(2) Adjusted PAT = PAT + Fair value changes to financial instrument, (3) Adjusted Equity = Equity attributable to equity holders of the parent + Put option liability

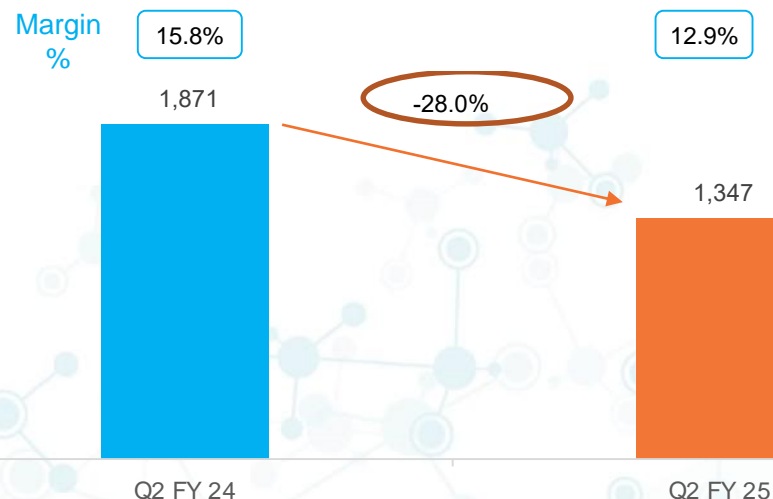
(4) Working capital = Debtors + Stock – Creditors; Q1 working capital was 8,814 Mn

# Consolidated Quarterly Performance Highlights (2/2)

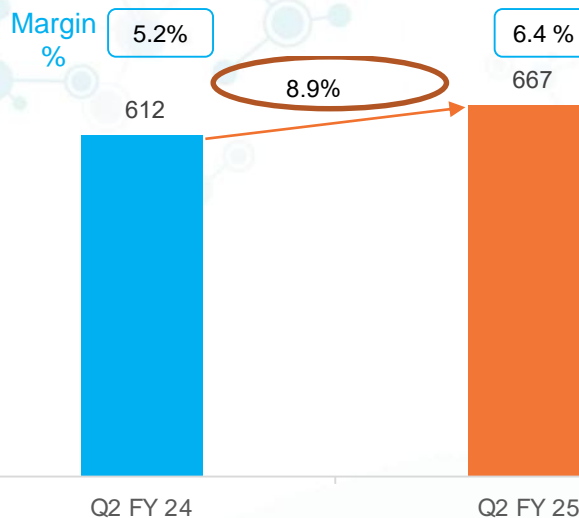
## Total Income (INR Mn)



## Adjusted Ebitda<sup>1</sup> (INR Mn)



## Adjusted PAT<sup>2</sup> (INR Mn)



(1) Adjusted EBITDA = Profit before tax + fair value changes to financial instrument + finance cost + depreciation and amortization

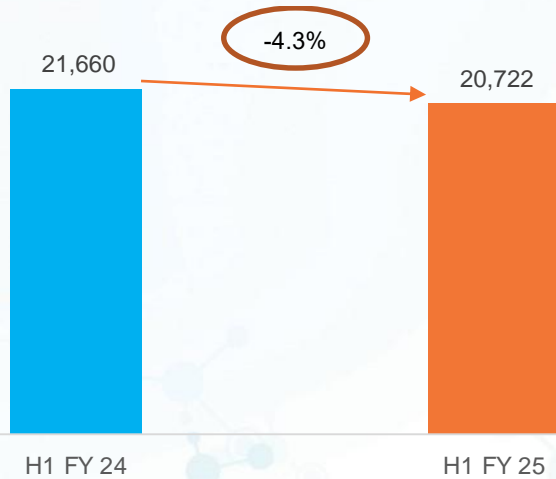
(2) Adjusted PAT = PAT + Fair value changes to financial instrument, (3) Adjusted Equity = Equity attributable to equity holders of the parent + Put option liability

(4) Working capital = Debtors + Stock – Creditors; Q1 working capital was 8,814 Mn

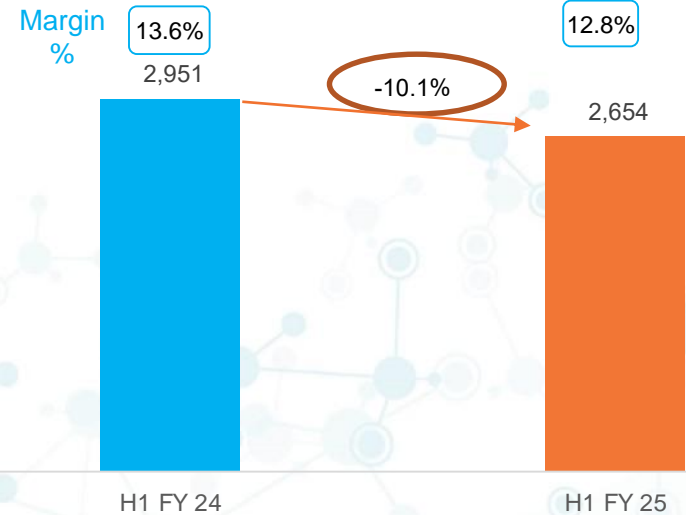


# Consolidated Half Yearly Performance Highlights

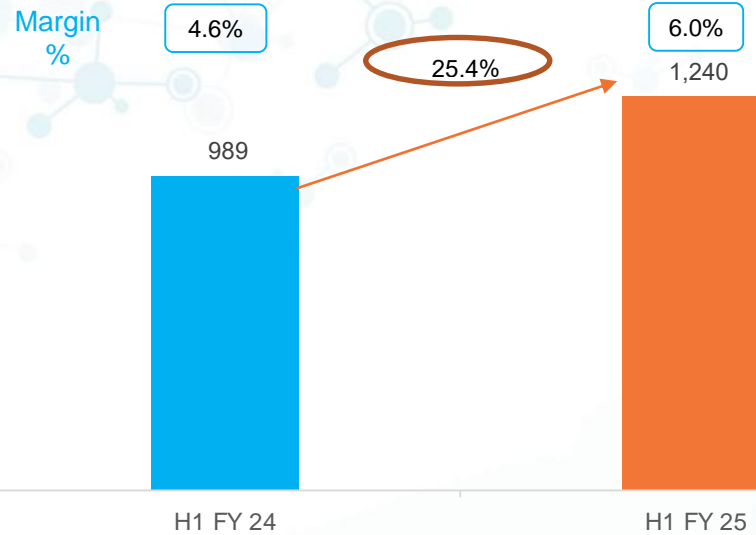
## Total Income (INR Mn)



## Adjusted Ebitda<sup>1</sup> (INR Mn)



## Adjusted PAT<sup>2</sup> (INR Mn)

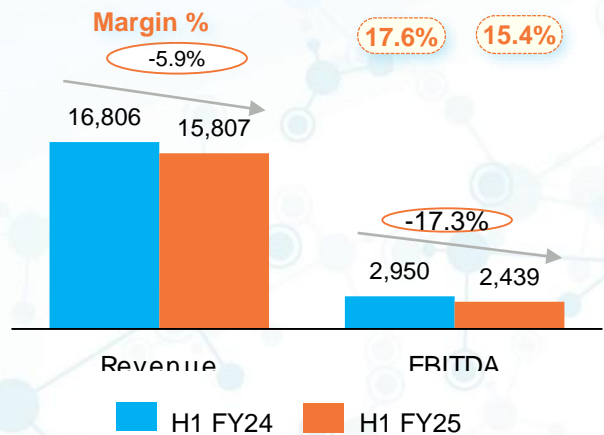
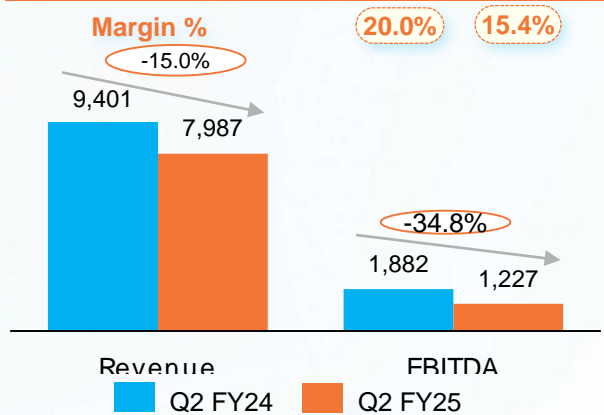


(1) Adjusted EBITDA = Profit before tax + fair value changes to financial instrument + finance cost + depreciation and amortization

(2) Adjusted PAT = PAT + Fair value changes to financial instrument,

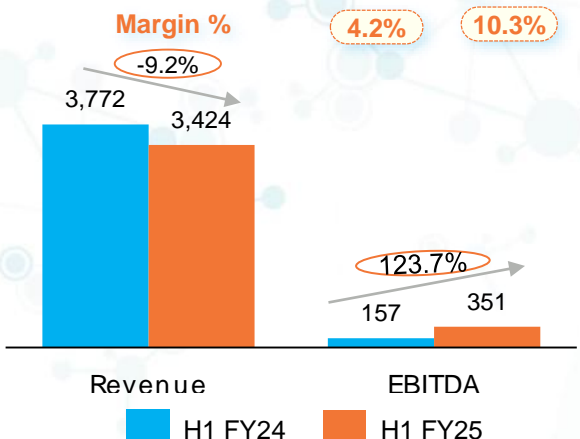
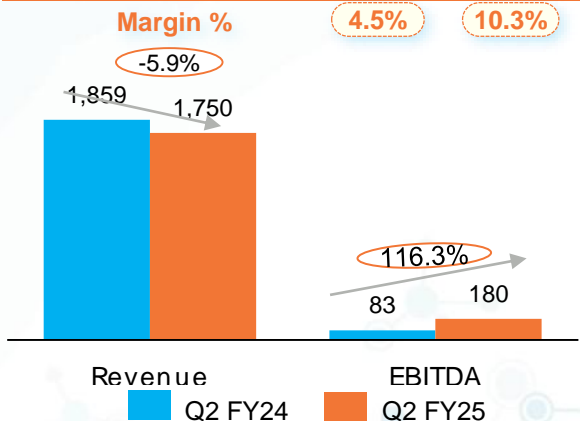
# Segmental Financials

## CDMO (INR Mn)



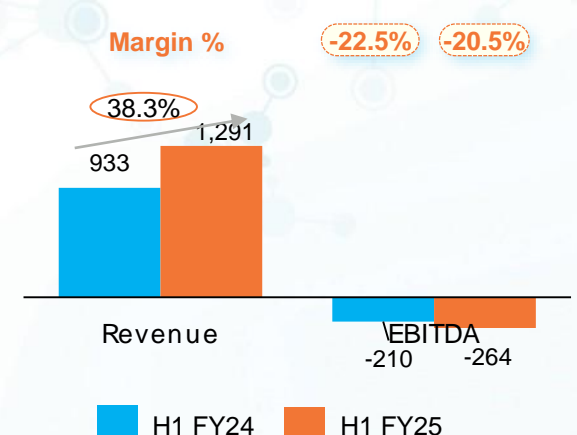
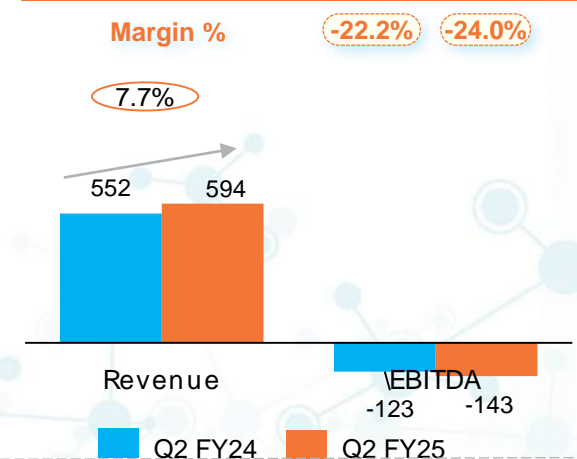
- Revenue from CDMO declined by 15% on Q2 (YOY) due to decline in volume sales.
- Q2 EBITDA margins appear lower as there was a significant R&D income last year
- When compared to Q1, Q2 margins were similar.

## Branded and Generic Formulations (INR Mn)



- Focus on consolidating trade generics business along with continued performance in Branded and export segments leading to margin improvement to 10.3% from 4.5%.
- Revenue decline due to conscious reduction in the trade generics segment.

## API (INR Mn)



- Revenue continues to grow driven by higher volume sales
- Ebitda Margins impacted due to continued pressure on API prices.

Note: (1) CDMO: Contract Development and Manufacturing Operations; BGF: Branded and Generic Formulations; API: Active Pharmaceutical Ingredients

# Summary Profit and Loss Statement

P/L (Rs Mn)	Q2 FY 25	Q1 FY 25	Q2 FY 24	H1 FY 25	H1 FY 24
Revenue	10,331	10,191	11,813	20,522	21,511
Other Income	135	65	68	200	149
<b>Total income</b>	<b>10,466</b>	<b>10,257</b>	<b>11,880</b>	<b>20,722</b>	<b>21,660</b>
COGS	5,960	5,960	7,017	11,920	12,952
Employee Cost	1,801	1,762	1,639	3,563	3,204
Other Exp	1,358	1,227	1,354	2,586	2,553
<b>Adj EBIDTA</b>	<b>1,347</b>	<b>1,307</b>	<b>1,871</b>	<b>2,654</b>	<b>2,951</b>
<b>Adj EBIDTA Margin</b>	<b>12.9%</b>	<b>12.7%</b>	<b>15.8%</b>	<b>12.8%</b>	<b>13.6%</b>
Dep	349	341	304	689	601
Finance Cost	119	130	137	249	258
Exceptional Item	-37	-	274	-37	272
<b>Adj PBT</b>	<b>916</b>	<b>836</b>	<b>1,156</b>	<b>1,752</b>	<b>1,820</b>
Tax	249	263	544	512	831
<b>Adj PAT</b>	<b>667</b>	<b>573</b>	<b>612</b>	<b>1,240</b>	<b>989</b>
<b>Adj PAT Margin</b>	<b>6.4%</b>	<b>5.6%</b>	<b>5.2%</b>	<b>6.0%</b>	<b>4.6%</b>

(1) Adj EBITDA = Profit before tax + fair value changes to financial instrument + finance cost + depreciation and amortization

(2) Adj PAT = PAT + Fair value changes to financial instrument, (3) Adj PBT = PBT + Fair value changes to financial instrument

# Summary Segmental Statement

Segmental (Rs Mn)	Q2 FY 25	Q1 FY 25	Q2 FY 24	H1 FY 25	H1 FY 24
<b>CDMO</b>					
Revenue	7,987	7,820	9,401	15,807	16,806
EBITDA	1,227	1,212	1,882	2,439	2,950
EBIDTA Margin	15.4%	15.5%	20.0%	15.4%	17.6%
<b>API</b>					
Revenue	594	697	552	1,291	933
EBITDA	-143	-122	-123	-264	-210
EBIDTA Margin	-24.0%	-17.4%	-22.2%	-20.5%	-22.5%
<b>Branded and Generic Formulation</b>					
Revenue	1,750	1,674	1,859	3,424	3,772
EBITDA	180	171	83	351	157
EBIDTA Margin	10.3%	10.2%	4.5%	10.3%	4.2%

(1) Revenue = Revenue from external customers; (2) EBIDTA = sum of profit/ (loss) before tax, exceptional items, finance costs, fair value changes to financial instruments and depreciation and amortisation expense

# Summary Balance Sheet Statement

Liabilities(Rs Mn)	Sept 2024	March 2024	Assets (Rs Mn)	Sept 2024	March 2024
<b>Total Equity</b>	<b>28,470</b>	<b>7,205</b>	<b>Non Current Assets</b>	<b>16,468</b>	<b>15,755</b>
Equity Share Capital	306	286	Property, plant and equipment	11,355	10,649
Other Equity	28,029	6,809	Right-of-use assets	1,137	1,172
Non Controlling Interest	135	110	Capital work in progress	1,635	1,951
<b>Non Current Liabilities</b>	<b>1,905</b>	<b>15,853</b>	Goodwill	21	21
Borrowings	492	783	Other Intangible Assets*	60	69
Lease Liabilities	653	679	Financial Assets	364	316
Other Financial Liabilities	330	13,959	Non-current tax assets (net)	102	100
Provisions	334	310	Deferred tax assets	1,122	1,231
Deferred Tax Liability	96	122	Other non-current assets	672	247
<b>Current Liability</b>	<b>12,329</b>	<b>12,106</b>	<b>Current Assets</b>	<b>26,236</b>	<b>19,408</b>
Borrowings	4,100	4,133	Inventories	6,596	6,304
Lease Liabilities	60	58	Trade receivables	9,493	8,338
Trade Payables	6,069	5,321	Cash and Cash equivalents	4,820	1,110
Other Financial Liability	928	1,581	Bank balance	3,130	1,660
Other Current Liability	417	432	Other Financial Asset	293	233
Provisions	616	566	Current-tax asset (net)	19	-
Current Tax Liability (net)	139	14	Other Current Asset	1,885	1,762
			Asset held for Sale	-	1
<b>Total Equity and Liabilities</b>	<b>42,704</b>	<b>35,164</b>	<b>Total Assets</b>	<b>42,704</b>	<b>35,164</b>

\*Includes Intangible assets under development

# Summary Cash flow statement

Cash flow (Rs Mn)	H1 FY 25	H1 FY 24
<b>Net profit before Tax</b>	<b>1,791</b>	<b>-717</b>
Add/Less: Non cash adjustments	811	3,662
Working Capital changes	-1,568	-1,984
<b>Cash generated from operations</b>	<b>1,033</b>	<b>961</b>
Direct taxes Paid (net)	-325	-328
<b>Net cash flow generated from operating activities</b>	<b>708</b>	<b>633</b>
Net Purchase of property, plant and equipment & intangible assets	-1,478	-1,136
Other Investing Activity	-1,360	-197
<b>Net cash flow used in investing activities</b>	<b>-2,837</b>	<b>-1,334</b>
Proceeds from issue of shares	6,374	-
Change in borrowing	-258	1,670
Other Investing activities	-277	-309
<b>Net cash flow generated form financing activities</b>	<b>5,838</b>	<b>1,361</b>
<b>Net Increase in cash and cash equivalents</b>	<b>3,709</b>	<b>660</b>
Cash and cash equivalents as at the beginning of the period	1,110	516
<b>Cash and cash equivalents as at the end of the period</b>	<b>4,820</b>	<b>1,176</b>

\*Includes Intangible assets under development

# Key Performance Indicators (KPIs)

S. No.	Financial KPIs	Unit	Quarter ended			Half year ended		Year ended
			30-Sep-24	30-Jun-24	30-Sep-23	30-Sep-24	30-Sep-23	31-Mar-24
(a)	Revenue from operations	(₹ in million)	10,330.87	10,191.13	11,812.52	20,522.00	21,511.38	41,781.82
(b)	EBITDA <sup>(1)</sup>	(₹ in million)	1,346.55	1,345.63	1,586.06	2,692.18	414.31	1,570.10
(c)	EBITDA margin <sup>(2)</sup>	%	12.87%	13.12%	13.35%	12.99%	1.91%	3.73%
(d)	EBIT <sup>(3)</sup>	(₹ in million)	997.90	1,004.99	1,281.85	2,002.89	-187.07	313.70
(e)	EBIT margin <sup>(4)</sup>	%	9.54%	9.80%	10.79%	9.67%	-0.86%	0.74%
(f)	Profit for the period/year	(₹ in million)	666.51	612.08	326.88	1,278.59	(1,547.39)	7.90
(g)	Profit after tax margin <sup>(5)</sup>	%	6.37%	5.97%	2.75%	6.17%	-7.14%	0.02%
(h)	Fixed asset turnover ratio <sup>(6)*</sup>	Times	0.79	0.80	1.04	1.57	1.89	3.30
(i)	Debt-equity ratio <sup>(7)</sup>	Times	0.16	0.25	1.26	0.16	1.26	0.69
(j)	Return on equity <sup>(8)*</sup>	%	2.34%	2.86%	5.75%	4.49%	-27.23%	0.11%
(k)	Return on capital employed <sup>(9)*</sup>	%	3.98%	4.26%	12.57%	7.99%	-1.83%	3.37%
(l)	Segment results before depreciation*	(₹ in million)						
	- CDMO		1,227.13	1,211.54	1,881.95	2,438.67	2,950.39	4,866.92
	- API		-142.85	-121.60	-122.70	-264.45	-210.48	-455.14
	- Branded & Generic Formulations		180.06	171.16	83.23	351.22	157.04	590.58
(m)	Segment results before depreciation margin <sup>(10)*</sup>	%						
	- CDMO		15.36%	15.49%	20.02%	15.43%	17.56%	14.90%
	- API		-24.04%	-17.45%	-22.23%	-20.48%	-22.55%	-21.42%
	- Branded & generic formulations		10.29%	10.22%	4.48%	10.26%	4.16%	8.45%
(n)	Adjusted EBITDA <sup>(11)#</sup>	(₹ in million)	1,346.55	1,306.96	1,871.22	2,653.51	2,950.77	5,147.84
(o)	Adjusted EBITDA margin <sup>(12)</sup>	%	12.87%	12.74%	15.75%	12.81%	13.62%	12.22%
(p)	Adjusted EBIT <sup>(13)#</sup>	(₹ in million)	997.90	966.32	1,567.01	1,964.22	2,349.39	3,891.44
(q)	Adjusted EBIT margin <sup>(14)</sup>	%	9.54%	9.42%	13.19%	9.48%	10.85%	9.24%
(r)	Adjusted Return on equity <sup>(15)#*</sup>	%	2.34%	2.67%	3.35%	4.36%	5.41%	17.19%
(s)	Adjusted Return on Capital employed <sup>(16)#*</sup>	%	3.98%	4.10%	6.87%	7.84%	10.30%	16.94%

\*not annualized for quarters ended 30 Sep 2024, 30 June 2024, 30 Sep 2023 and half year ended 30 Sep 2024 and 30 Sep 2023.

# Calculated without considering the computation of fair value of the put option liability. The Put option liability arose as a result of buyback obligation on account of certain exit rights granted to Ruby QC Investment Holdings Pte. Ltd. by our Company, under the shareholder agreement, dated October 3, 2019, entered among our Company and the Promoters. This put option liability or the buyback obligation is recognised as a financial liability and is re-measured at each accounting date and has been recognized as fair value changes to the financial instrument in the Consolidated Financial Information in accordance with Ind AS 109 "Financial Instruments" applicable to our Company. On May 29, 2024, Ruby QC Investment Holdings Pte. Ltd. waived its exit right, which required our Company to buy back the Equity Shares held by Ruby QC Investment Holdings Pte. Ltd., or any portion thereof, in accordance with applicable law.

# Key Performance Indicators (cont'd)

## **Notes:**

- (1) EBITDA refers to sum of EBIT and depreciation and amortization expense.
- (2) EBITDA margin is calculated as EBITDA divided by total income.
- (3) EBIT refers to earnings before interest and tax, calculated as the sum of restated profit/(loss) before share of profit/(loss) of associates and exceptional items for the quarter/ year, and finance costs.
- (4) EBIT margin is calculated as EBIT divided by total income.
- (5) Profit after tax margin is calculated as the percentage of restated profit after tax for the quarter/ year divided by total income.
- (6) Fixed asset turnover ratio is calculated as revenue from operations divided by fixed assets at the end of the quarter/ year. Fixed assets includes Property, plant and equipment, Capital work-in-progress, Other intangible assets and Intangible assets under development.
- (7) Debt-equity ratio is calculated by dividing total debt (including both current and non-current borrowings) by equity attributable to equity holders of the parent.
- (8) Return on equity is calculated by dividing restated profit for the quarter/ year by total equity.
- (9) Return on Capital Employed is calculated as EBIT divided by capital employed (i.e. sum of total equity and net debt). Net debt is calculated as total debt (including both current and non-current borrowings) less cash and cash equivalent, bank balance other than cash and cash equivalents and fixed deposits with remaining maturity of more than 12 months.
- (10) Segment results before depreciation margin is calculated as segment results before depreciation from each segment divided by revenue from operations from that segment.
- (11) Adjusted EBITDA is calculated as the sum of restated profit for the quarter/ year, tax expenses, finance costs, depreciation and amortization expense, fair value changes to financial instruments, share of profit/ (loss) of associates and exceptional items.
- (12) Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by total income.
- (13) Adjusted EBIT is calculated as the sum of our restated profit/(loss) before share of profit/(loss) of associates and exceptional items for the quarter/ year, finance costs and fair value changes to financial instruments.
- (14) Adjusted EBIT margin is calculated as Adjusted EBIT divided by total income.
- (15) Adjusted return on equity is calculated by dividing the sum of profit after tax for the quarter/ year and fair value changes to financial instrument by the sum of total equity and put option liability
- (16) Adjusted return on capital employed is calculated as Adjusted EBIT divided by capital employed (i.e. sum of total equity, net debt and put option liability). Net debt is calculated as total debt (including both current and non-current borrowings) less cash and cash equivalent, bank balances other than cash and cash equivalents and fixed deposits with remaining maturity of more than 12 months.



# IPO proceeds utilization

The Company successfully got listed on 6 August 2024. Post listing, the Company received Rs. 6,373.70 million (net of offer expenses borne by Company) to be spent as mentioned.

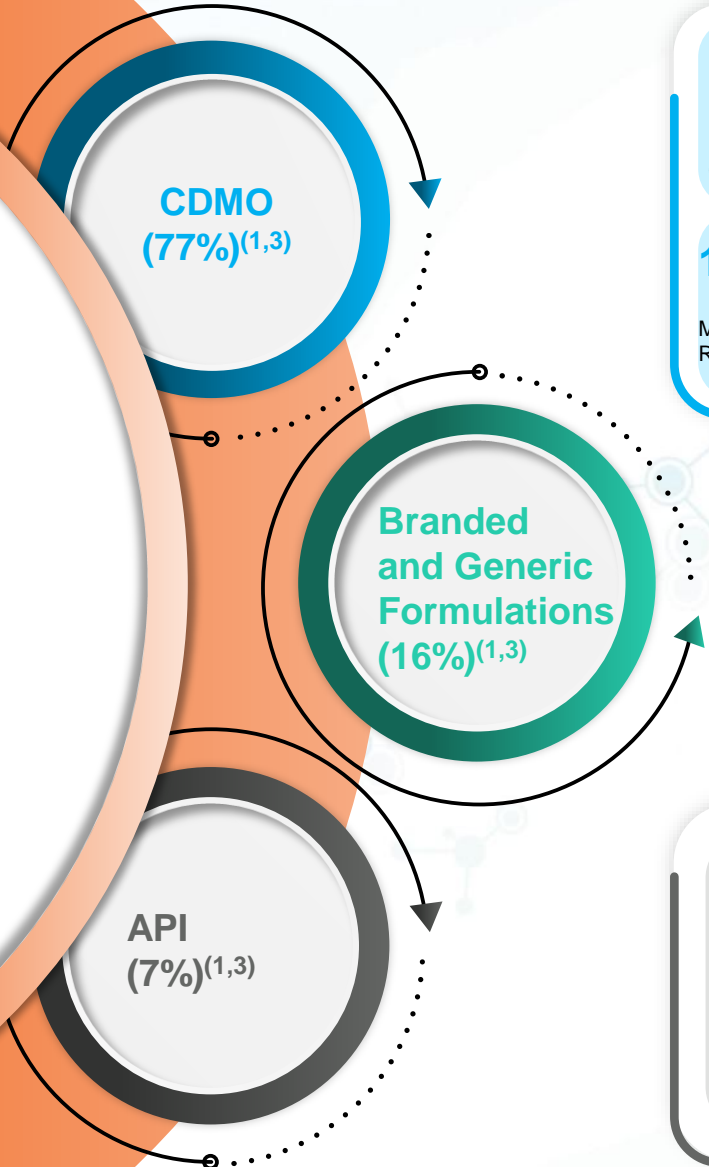
Purpose of Funds		Amount (in million)	Amount Utilised (in million)	Remaining Amount (in million)
Loan repayment	Akums	1,599.10	1,599.10	-
	Subsidiaries	2,270.90	-	2,270.90
General corporate purpose		1,675.00	619.93	1,055.07
Incremental working capital funding		550.00	-	550.00
Inorganic acquisition		278.70	-	278.70
<b>Total funds</b>		<b>6,373.70</b>	<b>2,219.03</b>	<b>4,154.67</b>

Akums has a **strategic presence across the pharmaceutical value chain** driven by large R&D and manufacturing capabilities which reflects in the diverse and longstanding client relationships.



**Akums**

**India's Largest  
India-Focused  
CDMO Player**



<b>4,959 Cr (49.6bn) units</b> CDMO Mfg. Capacity	<b>4,146</b> Commercialized formulations across 60 dosage forms <sup>(2)</sup>	<b>1,524</b> Customers; serving 26 out of leading 30 players in IPM <sup>(4)</sup>	<b>220+</b> Innovative Formulation <sup>(4)</sup>
<b>12 / 3</b> Manufacturing Plants / R&D Facilities <sup>(1)</sup>	<b>18,874</b> SKUs across different molecules <sup>(4)</sup>	<b>38 of 50</b> Largest customers with legacy of >5 years <sup>(4)</sup>	<b>927 / 923</b> DCGI <sup>(2)</sup> / FSSAI Approvals

<b>59</b> Rank in IPM (Akumentis) <sup>(4)</sup>	<b>69%</b> Revenue from chronic and sub chronic (Akumentis) <sup>(4)</sup>	<b>65</b> Presence in number of countries <sup>(4)</sup>	<b>559 / 289</b> Dossiers received since FY22/ Dossiers under registration <sup>(4)</sup>
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<b>737.4MT</b> API Manufacturing Capacity <sup>(1)</sup>	<b>3 / 1</b> Manufacturing Plants / R&D unit <sup>(1)</sup>	<b>20 / 15+</b> DMFs / Active APIs <sup>(4)</sup>	<b>200+</b> Customers <sup>(4)</sup>
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Note: Figures and percentages rounded off to nearest 0 decimal; any discrepancies in any table between the total and the sums of the amounts listed are due to rounding off  
 (1) For Q1 FY25 (2) Cumulative since commencement of operations till FY24 (3) % of group consolidated revenue (4) For FY 24



# Two Decades' Legacy of Expertise, Experience and Trust

2004–2010

2010–2021

2021 – 2024

Build

Strengthen

Accelerate

- Incorporated in April 2004
- Set up of **first plant for oral solid dosage form** in Haridwar

2004

- Dedicated facilities for **Hormones, Cosmetics and Dermatology**
- Launched **Akumentis<sup>(1)</sup>** to venture into **branded formulations**
- Introduced **bi-layered and tablet-in-tablet**
- Expanded into **African markets**
- Acquired **Malik Lifesciences<sup>(2)</sup>**

2010-13

- In Nov 2019, **Quadria Capital<sup>(3)</sup>** bought a minority stake (15.09%) in the company
- Acquired **Parabolic Drugs** to venture into API

2019-21

- Established dedicated manufacturing site for **Oral Liquid Dosage & Sterile products**
- Established **Maxcure Nutravedics Ltd.** to **venture in nutraceuticals**

2005-09

- Expanded into **Asian markets**
- Acquired **Pure & Cure Healthcare<sup>(4)</sup>**
- Established R&D lab in Mumbai to **venture into regulated market**
- Received **US-NSF Certification** for **Maxcure Nutravedics<sup>(5)</sup>** facility

2014-18

- **Plant 1 & Plant 3** accredited by **EU-GMP** thus **qualifying for European exports**
- 3 more facilities added to reach 15 total facilities (12 CDMO<sup>(6)</sup> + 3 API)
- **Listed on NSE and BSE** in August 2024

2022-24

Note: (1) Akumentis Healthcare Limited (2) Malik Lifesciences Private Limited (3) Ruby QC Investment Holdings Pte. Ltd. (4) Pure and Cure Healthcare Private Limited (5) Maxcure Nutravedics Limited (6) Akums Lifesciences Limited (6) 11 operational and 1 upcoming CDMO facilities

# Akums has a right to win in a large pharma opportunity



1

Largest India Focused CDMO with diverse client base

2

Comprehensive Offerings With Advanced Manufacturing Capabilities

3

Large and Growing R&D Capabilities Across Product Portfolio

4

Strategic Presence Across the Pharmaceutical Value Chain

5

Experienced Board with a Proven Track Record

# 1 Largest India Focused CDMO<sup>1</sup> with diverse client base



**10.0% share** by value in total addressable Indian domestic CDMO in FY24<sup>2</sup>

**30.2% share in Indian Domestic CDMO market in FY24** by value<sup>2</sup>

**4,000+** Formulations

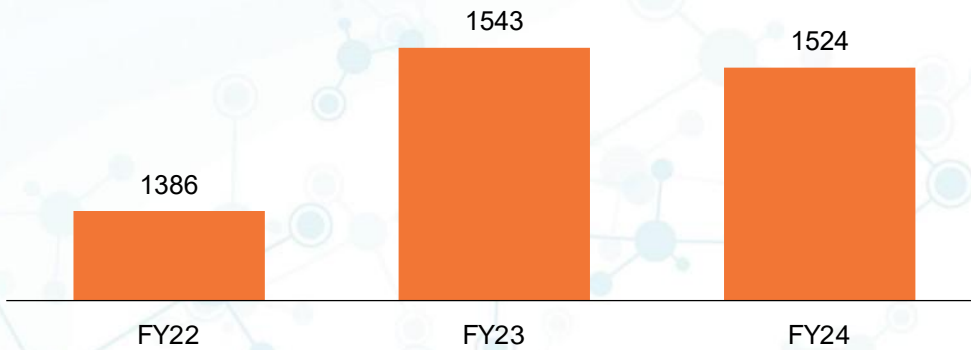
**60+** Dosage Forms

**18,500+** SKUs manufactured in FY24

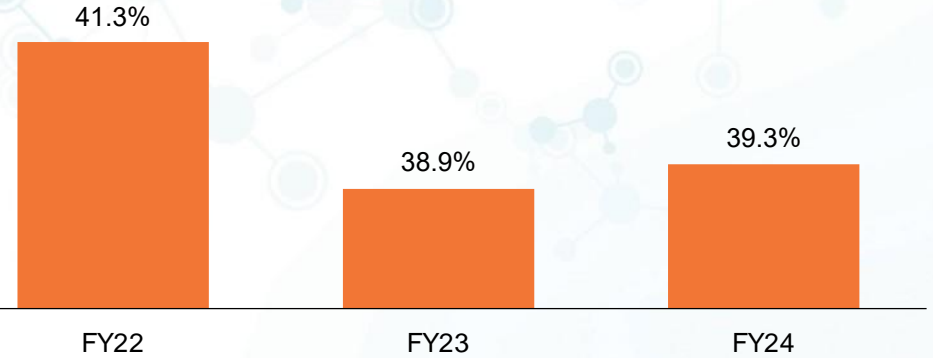
Significant nase of CDMO Clients...

.. with optimal client concentration

Number of CDMO customers



Client Concentration – Top 10 CDMO Clients



## Highly Reputed Company Recognized by Various Industry Bodies



India Pharma Leader Award by Govt. of India (2018, 19)



Excellence in Operations - Manufacturing by CPHI Awards (2022)












Excellence in Formulations, India Pharma World Awards by The Economic Times (2023)



Excellence in Contract Research and Manufacturing, Informamarket (2021)

Note: 1. In terms of revenue, production capacity and clients served in FY23    2: As per F&S Report

# 2 Technologically Advanced Manufacturing Capabilities

- 1 
- 2 
- 3 
- 4 
- 5 
- 6 
- 7 
- 8 
- 9 
- 10 
- 11 
- 12 

Location	Year	Annual Capacity (Cr units)	Dosage Forms
Haridwar	2004	649	Oral Solids
Haridwar	2007	15	Oral Liquids
Haridwar	2007	39	Sterile Preparations
Haridwar	2010	244	Hormonal – Oral, Injectables and Topicals
Haridwar	2010	6	Dermatology and Cosmetics
Haridwar	2010	252	Ayurvedic / Nutraceuticals
Haridwar	2014	2,603	Oral Solids, Oral Liquids, Topical & Sterile Preparations
Haridwar	2014	732	$\beta$ -lactam anti-infective
Kotdwar	2021	17	Penam anti-infective
Baddi	2023	368	Oral Solids, Oral Liquids
Haridwar	2024	36	Sterile Preparations
Baddi	-	-	-

## Key Accreditations<sup>1</sup>



Note: ((1) Received by some / all of our CDMO facilities



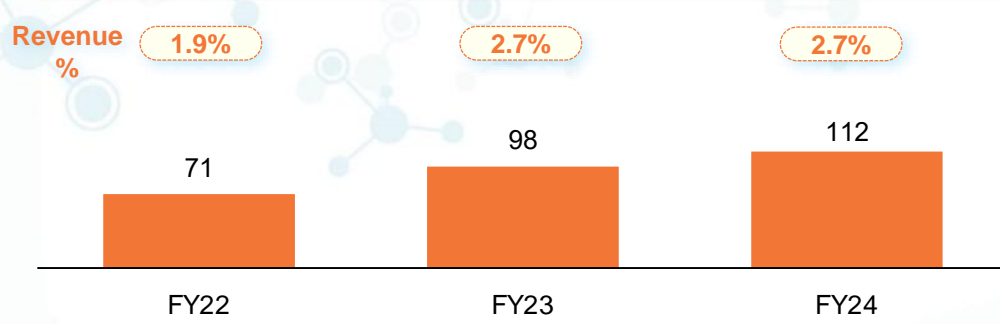
# 3 Extensive R&D Capabilities Across Product Portfolio

## R&D Capabilities

## Innovative In-house Technologies

- 4** R&D Centers across formulations and API, 2 DSIR approved<sup>1</sup>
- R&D scientists with 300+ doctorates and post-graduates<sup>1</sup> **406**
- 925 +** DCGI approvals<sup>1</sup>, along with 923 FSSAI approvals
- Patent applications filed, 5 already granted<sup>2</sup> **150**

## R&D Expenditure (INR Cr.)



Note: (1) As of 31<sup>st</sup> March 2024 (2) As of 1<sup>st</sup> Aug 2024

# 4 Strategic Presence Across the Pharmaceutical Value Chain

In addition to the CDMO Business, Akums is also engaged in manufacturing and sale of Branded Formulations, Trade Generics and APIs across domestic and overseas market

## Domestic Branded Formulations

**59<sup>th</sup>**  
Rank in Indian Branded Formulations<sup>1</sup>



**1.5k+**  
Salesforce



**140**  
Brands



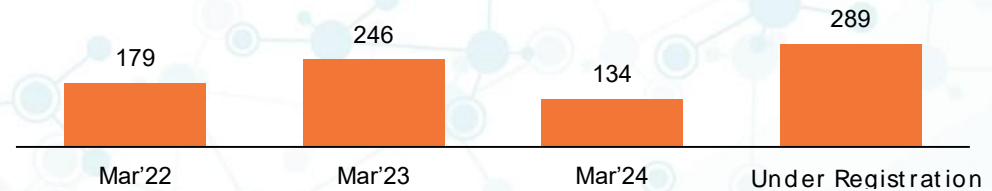
**69%**  
Chronic and sub-chronic segment<sup>1</sup>



## Exports Oriented Branded Formulations

**Dossiers**  
(# dossiers approved)

**65**  
Countries



## Inorganic expansion into API manufacturing through acquisition of facilities in 2021

15+ APIs across beta lactams and general APIs

200+ customers

20 Active DMFs

	Production Blocks	Capacity	Facility Description
Derabassi, Punjab	6	557 MT	<ul style="list-style-type: none"> <li>Beta lactam range</li> </ul>
Lalru, Punjab	3	180 MT	<ul style="list-style-type: none"> <li>General Range of APIs</li> </ul>
Barwala, Haryana	1	0.38 MT	<ul style="list-style-type: none"> <li>HPAPI, Oncology and other high potent APIs</li> </ul>



Note: (1) As of per Pharmarack, MAT March 2024



# 5 Experienced Board Directors of Board



**Sanjeev Jain**  
*Managing Director*

- Co-founder and promoter
- Extensive experience in Indian CDMO pharma industry



**Sandeep Jain**  
*Managing Director*

- Co-founder and promoter
- Extensive experience in establishing and running large scale pharma manufacturing operations
- B.Com from University of Delhi



**Sanjay Sinha**  
*Whole Time Director*

- Over 4 decades of experience in formulation operations
- Previously with IPCA as President, Operations (Formulations)
- B.Pharma and M.Pharma



**Sunil Kumar Thakur**  
*Non-Executive Director*

- Partner at Quadria Capital and co-founder of Healthquad Capital
- Member CII' National Committee on Pharma; member governing council of NATHEALTH
- Over 2 decades in private equity and investment banking



**Kewal Kundanlal Handa**  
*Independent Director*

- Served as director of Pfizer India
- Appointed as Chairman<sup>(2)</sup> of Union Bank of India
- Director with Borosil and Borosil Scientific<sup>(2)</sup>



**Satwinder Singh**  
*Independent Director*

- Past chairman of Expert Group on Secretarial Standards and Secretarial Standards Committee
- Past Chairman of NCLT/NCLAT Taskforce



**Matangi Gowrishankar**  
*Independent Director*

- Previously associated with BP India, Cummins India and International Computers India
- Director with Cyient, IDFC First, Gabriel India<sup>(3)</sup>



**Nand Lal Kalra**  
*Independent Director*

- Over 36 years of experience in Income Tax Appellate Tribunal<sup>(4)</sup>

Note: (1) non-official director and non-executive chairman (2) Borosil Limited and Borosil Scientific Limited (3) Cyient Limited, Gabriel India Limited, IDFC First Bank Limited (4) over 36 years of experience as Accountant member of the Income Tax Appellate Tribunal as an Income Tax Officer (with Commissioner of Income Tax being his last held position)



  
**AKUMS**