

SAKAR HEALTHCARE LIMITED

Investor Presentation | Q1FY27



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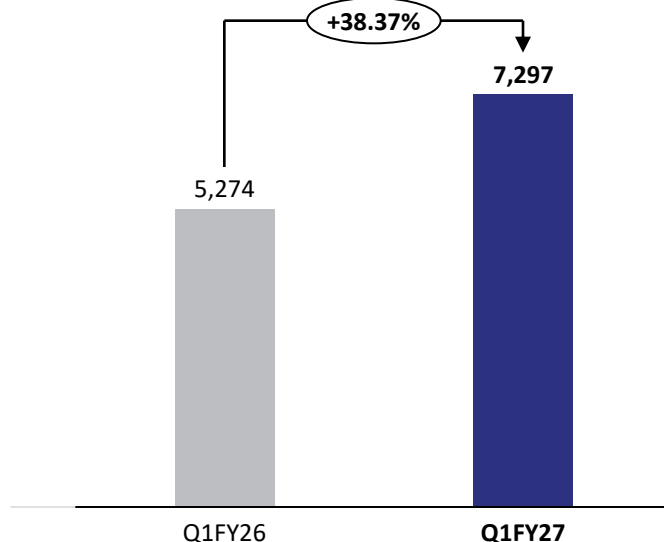
Financial Performance



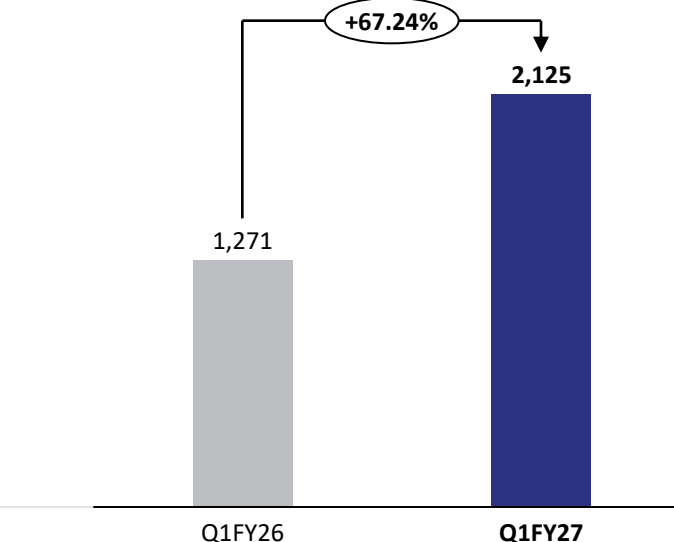
- The oncology business continued to gain scale through an expanding product portfolio, wider market access and increasing export opportunities, positioning the company for stronger momentum in **FY27**
- Executed more than **65 oncology product** contracts, **with over 50 commercial discussions** currently underway.
- Shared **261 dossiers globally**, of which **178 have been submitted** and **16 have received Marketing Authorisations**.
- Shared dossiers for **21 of the 32 developed oncology products**, securing **16 dossier approvals**.
- Completed **26 EU Marketing Authorisation filings**, including **15 owned filings**. Further **6 MAs** procured through partners in **Bulgaria and Bosnia**, rest has been filed that includes **Czech Republic, Croatia and Poland**.
- Submitted **33 site variations** covering **18 cytotoxic molecules** across the EU and the UK, of which **seven** have been approved.
- Developed **21 APIs in-house**, including, **16 APIs** with Written Confirmation, 8 Commercialised products, **2 API's with CEP approval**, **5 CEP applications** currently in process.
- **33 Technology transfer projects** for oncology products are underway with Accord-Intas, Torrent in the UK and Germany, Emcure, Glenmark, and Zydus. Of these projects, **7** have received **site variation approvals** —two in the UK and five in the EU.
- The Zydus Lifesciences partnership for GCC and other emerging markets marked Sakar's **40th global anti-cancer product agreement**.
- Sakar is transitioning towards an integrated, regulatory-driven business model, supported by greater value-chain integration and stronger operational capabilities, thereby improving supply-chain control, margin visibility, and scalability.
- A growing pipeline of regulatory approvals positions the company for its next phase of growth, enabling it to expand market share and deliver sustained earnings momentum.

Q1 FY27 – Consolidated Financial Highlights

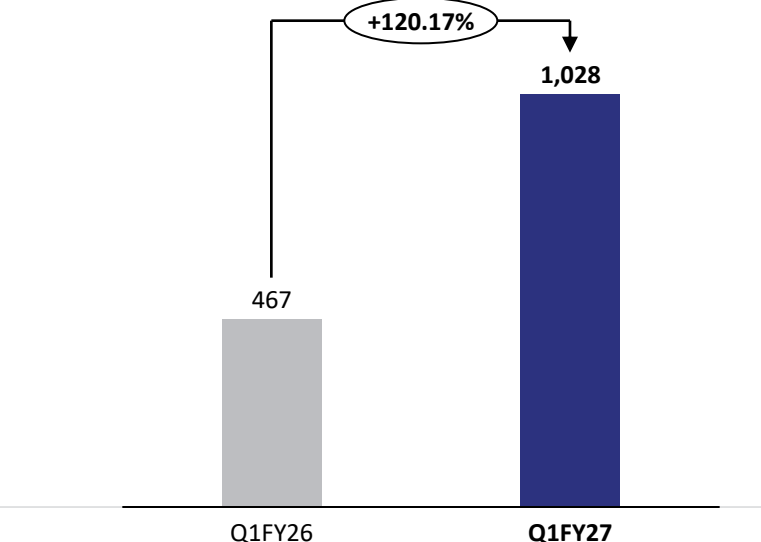
Revenue



EBITDA



PAT



Q1 FY27 Financial Highlights

- **Revenue from operations** for **Q1FY27** stood at **₹ 7,297 lakhs**, reflecting **38% YoY growth**. Performance was supported by new market authorizations with oncology products and strong demand across countries, alongside continued execution across key initiatives
- **EBITDA** increased to **₹ 2,125 lakhs**, up **67% YoY**; **EBITDA margins** stood at **29%**
- Company delivered a strong improvement in profitability, with **PAT** at **1,028 Lakhs** margin at **14%** reflecting **120% YoY growth**, reflecting operating leverage, improved efficiencies, and disciplined cost management

Q1 FY27 – Consolidated Profit & Loss Statement

Particulars (INR in Lakhs)	Q1 FY27	Q1 FY26	Y-o-Y	Q4 FY26	Q-o-Q	FY26
Revenue from Operations	7,297.25	5,273.62	38%	7,109.70	3%	25,173.60
COGS	3,458.22	2,895.24		2,838.09		12,327.67
Gross Profit	3,839.03	2,378.38	61%	4,271.61	-10%	12,845.93
Gross Profit Margin (%)	53%	45%		60%		51%
Employee Expenses	1,145.51	754.96		1293.80		3,871.69
Other Expenses	568.63	352.84		354.24		2,085.42
EBITDA	2,124.89	1,270.58	67%	2,623.57	-19%	6,888.82
EBITDA Margin (%)	29%	24%		37%		27%
Other Income	154.39	39.39		17.12		228.74
Depreciation	654.24	557.23		593.57		2,356.45
Finance Cost	166.97	214.26		241.12		785.59
Profit before Tax	1,458.07	538.48	171%	1,806.00	-19%	3,975.52
Profit before Tax(%)	20%	10%		25%		16%
Tax	429.58	71.35		703.57		927.06
Profit After Tax	1,028.49	467.13	120%	1,102.43	-7%	3,048.46
PAT Margin (%)	14%	9%		16%		12%
Basic EPS (As per Profit after Tax)	4.62	2.11		4.96		13.70

Company Overview

The background of the slide is a photograph of a laboratory. In the foreground, a person wearing a white lab coat, safety goggles, and gloves is holding a red vial. In the background, other people in lab coats are working. The image is overlaid with a blue and red color scheme and a network of white hexagons and lines at the bottom.

From Vision to Value: Sakar Healthcare at a Glance

- Founded by **Mr. Sanjay Shah**, Sakar Healthcare has evolved from a contract manufacturer into an **API-integrated pharmaceutical organization** with a strong presence across **oral solids, injectables, and oncology formulations**.
- Over two decades, the company has built a reputation for **credibility, compliance, and precision**, supported by world-class **WHO and EU-GMP certified facilities** in Gujarat and a global network of partnerships across regulated markets.
- The establishment of a **state-of-the-art oncology facility at Bavla**, equipped with integrated **API and FDF capabilities**, marks a defining milestone in Sakar's transformation. This expansion elevates the company from a reliable formulation partner to a **vertically integrated player** in the global oncology space — combining **scientific innovation, scalable manufacturing, and sustainable operations**.
- As it enters its next phase of growth, Sakar Healthcare stands positioned for **onco-led value creation**, leveraging its legacy of quality and research excellence to deliver **specialized, high-compliance healthcare solutions worldwide**.



292+

Product Registrations
MAAs



300+

Dossiers filed (in
process)



75+

International Partners
Network



60+

Country Presence
(Emerging Markets)



25+

Therapeutic Segments
Coverage



55

Oncology Molecules
Development to Launch

Board of Directors

Sanjay Shah Promoter, Chairman & Managing Director

Founder-promoter with over decades of cross-industry experience, leading the Company's strategy, operations, and growth initiatives.

Aarsh Shah Promoter, Joint Managing Director

Pharmacist and UK-educated MBA spearheading production, international sales, and global customer relationships.

Sunil Marathe Whole-time Director – Technical

Technical professional with a Master's degree in Organic Chemistry and 30+ years of industry experience, supporting manufacturing and quality operations.

Visalakshi Chandramouli Non-Executive Director

Provides independent oversight and strategic guidance at the board level.

Jignesh Parikh Independent Director

HVAC expert with extensive experience in pharmaceutical manufacturing facilities including Onco, Hormonal, and Beta plants.

Khyati Shah Independent Director

Company Secretary and legal professional with over five years of experience in finance, secretarial, and compliance matters.

Megha Samdani Independent Director

Company Secretary with expertise in mergers, capital raising, and financial restructuring.

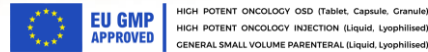
Hiral Patel Independent Director

MBA (Finance) with over seven years of experience across finance, banking, taxation, and legal domains.

Reeya Kothari Independent Director

Company Secretary with hands-on experience in taxation, legal, and secretarial functions

Leadership Team that Drives Growth



Sakar is at crux of next phase of growth, prepared to enter the niche segment of Oncology to cater to humanity. Sakar is well equipped to deliver High Precision Research works, suitably followed by Technology Transfer and Scale-up to commercialize Anti-Cancer products worldwide."



Mr. Sanjay Shah
Chairman & MD



Mr. Aarsh Shah
JT. MD



Mr. Sunil Marathe
Technical Director



Mr. Dharmesh Thaker
CFO



Mr. Bikramjit Ghosh
VP-Strategy & Business
Development

Vision

To become a global healthcare organization based on three pillars- people, partnership and performance; making lives healthy happy and more meaningful by providing world class healthcare solutions.



Mission

To strengthen our core competencies to become the preferred choice in existing partnerships and explore new market opportunities to expand range of products and services- respecting laws, protecting environment and benefitting mankind



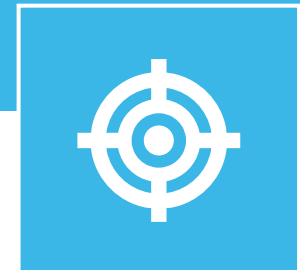
Values

Committed team

Loyal to partners

Focused on results

Innovative approach



Diversified Model

Sakar Healthcare operates a diversified business model comprising **CDMO Services, Own Brand Exports and Product Development Technology Transfer** enabling a balance between stability and strategic growth.

CDMO / CMO Services

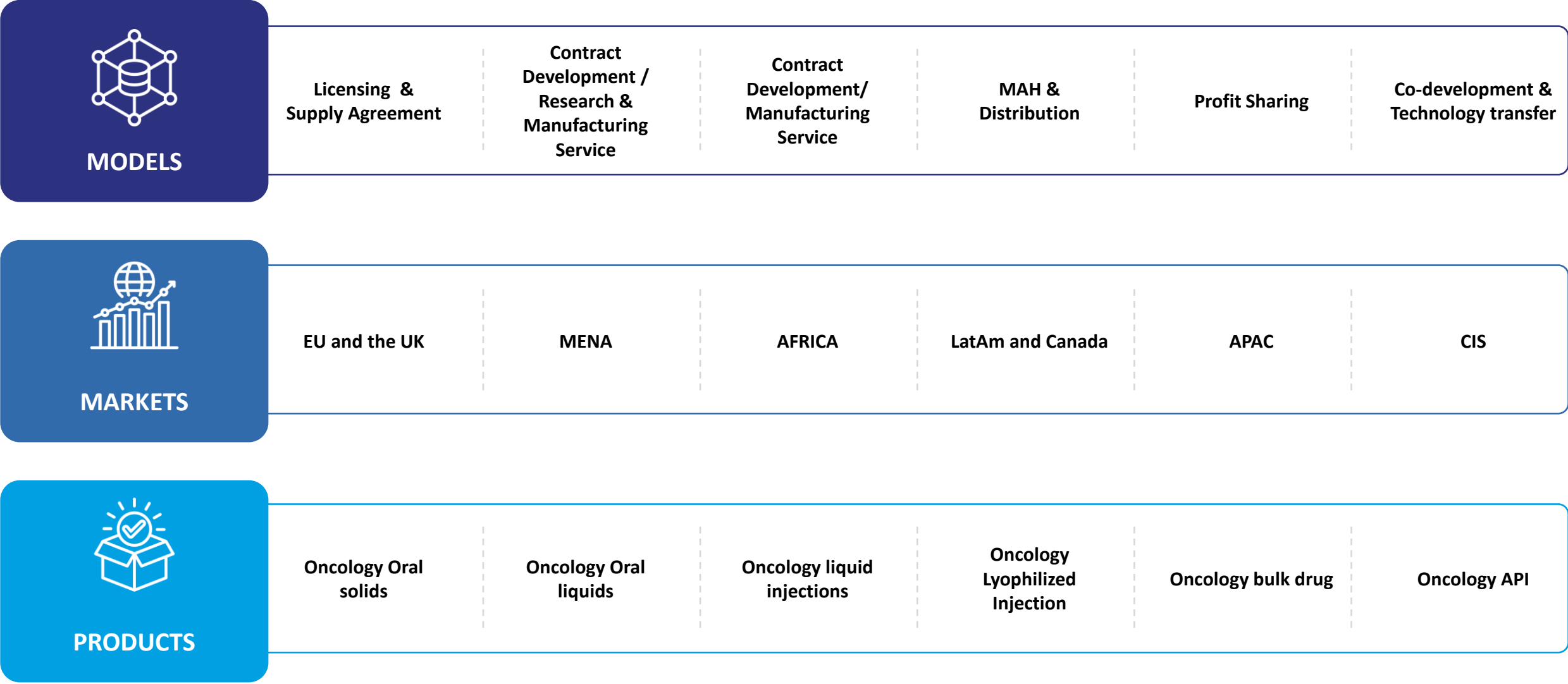
Sakar Healthcare provides **Contract Development and Manufacturing (CDMO/CMO)** services to leading multinational and domestic pharmaceutical companies. The company's integrated setup enables product development, scale-up, and regulatory dossier support under global compliance standards. This vertical ensures consistent capacity utilization and steady recurring revenues.

Own Brand Exports – The Growth Driver

Sakar markets its own branded formulations across **60+ countries**, building brand equity and higher-margin revenue streams. The company's global footprint spans **APAC, Latin America, Africa, CIS, and Europe**, positioning it as a preferred partner in both branded and generic markets.

Licensing / Product Development

Sakar Healthcare co-develops product under **patent non-infringing** set and **effect Technology Transfer** or scale up to commercial batches based on partner requirements. Sakar License out developed CTD dossiers.



A Differentiated Solutions Provider



Platform Integration

EU-GMP certified oncology FDF facility with integrated API

Ready EU CTD dossiers with 12 global Marketing Authorizations granted

First patent received; APIs developed with 16 written regulatory confirmation



Profitability & Partnerships

Diversified model: LSA, CDMO, CRAMS, tech transfer, profit sharing

Oncology delivers ~2x higher margins vs. general formulations

Shift towards own brand exports (70%) enhancing profitability



Pipeline Strength

55 oncology molecules developed; 32 dossiers ready for launch

Developing Liposomal (Doxorubicin) & HME products (Apalutamide, Olaparib, Enzalutamide)

Focused on development of non-infringing patent formulations for regulated markets



Purpose & Technology

Advanced Flow Chemistry (Vapourtech, UK) and GEA granulation lines

Toffolo lyophilizes, Di-Dietrich glass reactors ensure global compliance

Green Chemistry, ZLD & solar systems driving sustainable manufacturing





ZYDUS LIFESCIENCES LIMITED



TORRENT PHARMACEUTICALS LTD.



HEUMANN PHARMA



MERCK LIMITED



INTAS PHARMACEUTICALS LTD.



ACCORD HEALTHCARE LTD.



EMCURE PHARMACEUTICALS LIMITED



TILLOMED LABORATORIES LTD.



ABBOTT INDIA LTD.



INDOCO REMEDIES LIMITED



USV LTD.



CADILA PHARMACEUTICALS LTD.



BAXTER



PHAROS PHARMACEUTICAL



STRIDES ARCOLAB LIMITED



CIPLA LIMITED.



IPCA LABORATORIES LTD.



WOCKHARDT LTD.

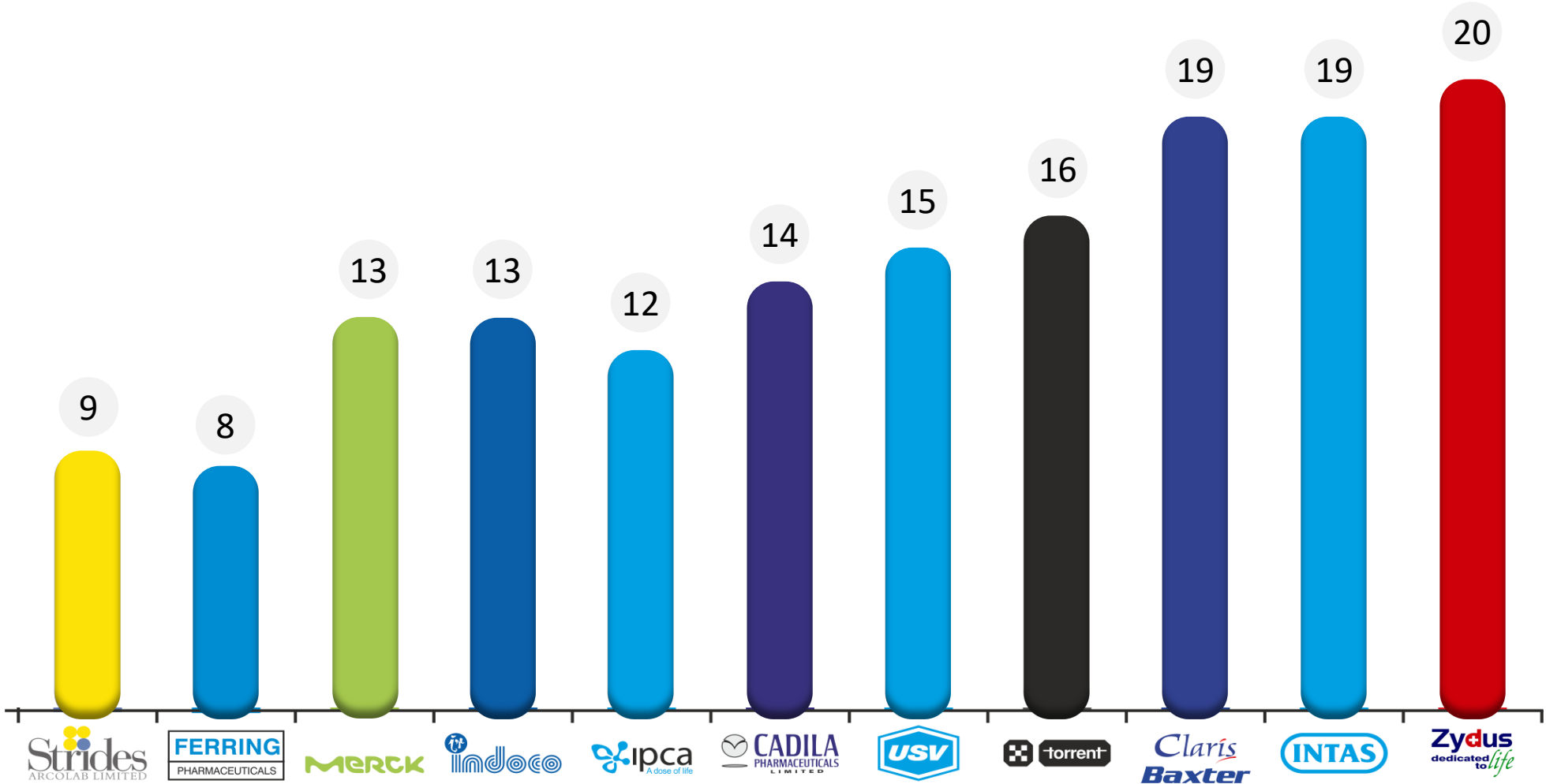


GLENMARK PHARMACEUTICALS LIMITED



FERRING PHARMACEUTICALS

Our Long-Standing Client Association



Oncology – The Future with Sakar

Oncology – the driving growth engine

Oncology lies at the core of Sakar Healthcare’s transformation. As the global cancer burden continues to rise, the need for safer, more accessible, and effective therapies has never been greater.

With the growing prominence of biologics, cytotoxic, and complex generics, oncology presents one of the most compelling opportunities in pharmaceuticals—defined by high entry barriers, limited competition, and superior profitability.

For Sakar, entering the oncology space is not merely a business expansion—it represents a deliberate shift toward value-driven innovation and scientific purpose. Our EU-GMP approved Bavla facility, equipped with integrated API and FDF capabilities and advanced flow chemistry systems, enables seamless progression from research to commercialization under one roof.

Oncology in Indian Pharmaceutical landscape

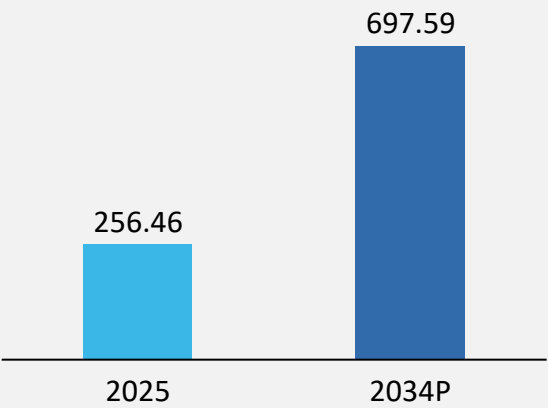
Rising cancer incidence -The oncology upswing mirrors 1.46 million new cancer diagnoses in 2024 and the National Cancer Grid’s outreach to 300 centers.

CAGR- Immuno-Oncology drugs market size is anticipated to grow at a CAGR of 12.6%

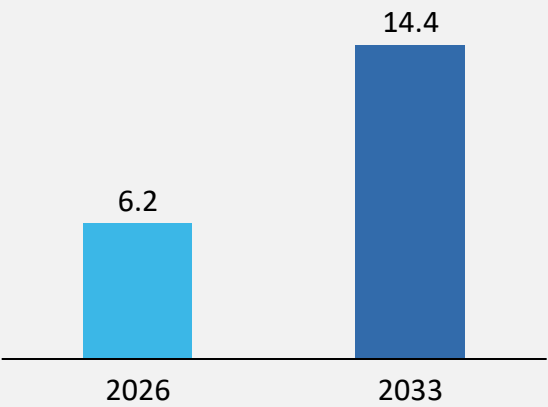
Government support for oncology research is strengthening through increased funding, clinical research programmes

Market growth is accelerating, as premium therapies expand into early-stage cancer treatment, improving cure rates and reducing recurrence risk.

Global Oncology Market (USD Bn)



Indian Oncology Market (USD Bn)



A research-driven, API-integrated, EU-GMP approved oncology FDF unit. Empowering global access to high-potency cancer therapies through precision research, advanced manufacturing, and sustainable innovation.

Strategic Overview



Facility:

- **Bavla, Gujarat** – EU-GMP approved, vertically integrated oncology plant
- **Product Capability:** Oral solids, oral liquids, sterile injections (liquid & lyophilised), and oncology APIs (De-Dietrich glass reactors for complex oncology molecules)
- **R&D Excellence:** Integrated F&D, ADL, and R&D labs equipped with Flow Chemistry (Vapourtec, UK)
- **Innovation Focus:** Liposomal, HME-based, and cytotoxic oral liquid formulations to enhance patient compliance and bioavailability

Portfolio Strength:



65 oncology products developed in-house
32 ready for global launch
16 Marketing Authorisations (MAs) granted in EU and worldwide

Annual Production



APIs – 12.3 MT
Oral solids – 97 million tablets, 29 million capsules
Sterile injectables – 13 million vials
Lyophilised – 22,000 vials per cycle (10 ml)

Key Differentiators

Vertically integrated from API to Finished Dosage

High containment (OEL Level 4) facility ensuring safety and compliance

Green Chemistry adoption for energy efficiency and waste reduction

Technology Transfer & Scale-Up ready labs supporting CRAMS, CDMO, & co-development models

In-house EU-CTD dossier preparation with bioequivalence studies from EMA/USFDA-approved CROs

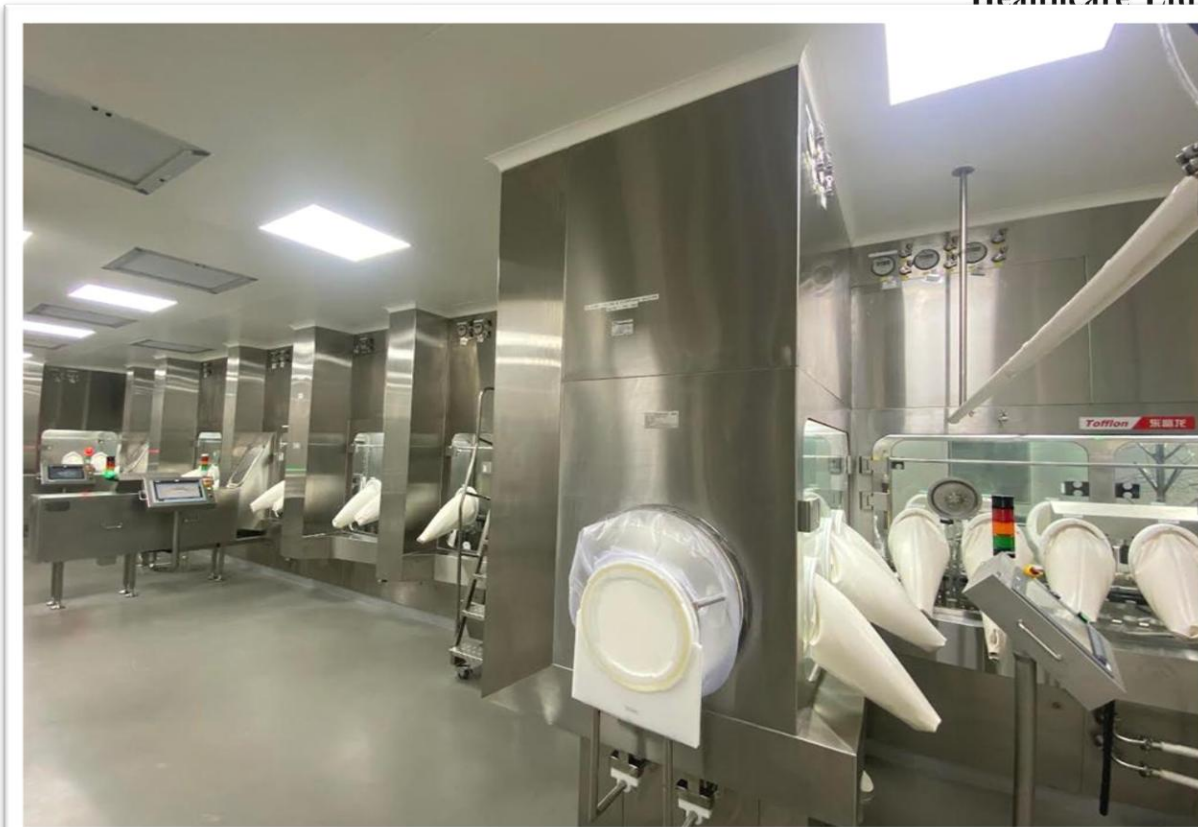
Liquid / Lyophilised Injectable Unit - Oncology

Manufacturing Capacity (Cytotoxic injections)

Container Size	Capacity Per Hour
2ml to 10 ml	7200
20ml / 30 ml	3000

Lyophilized Product Capacity

Container Size	Capacity / Cycles
10 ml	22000 Vials



Significance of the Unit

Eurovent certified AHU

Water system-two pass RO with EDI

ETP (zero-discharge)

Manufacturing Capacity (Cytotoxic OSD)

ORAL SOLID UNIT - Oncology	Capacity
Bulk Drug	6.5-120kg/Shift
Tablet	324000 tablets/Shift
Capsule Filling	96000 capsules/Shift
Blister Packing	324000 tablets/Shift
Bottle Packing	324000 tablets/Shift



EU-GMP Approved Oncology OSD Unit

The facility meets European regulatory standards, reflecting global manufacturing compliance. Its design allows seamless scale-up from pilot to commercial batches, reducing technology transfer challenges. This ensures faster market entry and reliability in regulated supply chains.

Containment and Isolation Systems for OEL Compliance

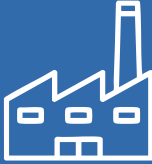
Operations are performed in fully contained suites to safely handle high-potent APIs. The setup maintains operator and environmental protection, achieving required OEL standards upto level 4. Such containment capability differentiates Sakar as a trusted oncology manufacturer.

Fully Automatic Line with Global Machinery Integration

The plant features automated operations from granulation to final packing. Equipment sourced from GEA, Glatt, IMA, ACG, and Sejong ensures consistency and quality precision. This high degree of automation minimizes human intervention and product variability.

Oral Liquid Oncology Section with Advanced Compounding

Includes a 500L compounding vessel equipped with an in-line homogenizer and filtration system. The system supports viscous and sensitive oncology liquids, maintaining uniformity and stability. This adds flexibility to Sakar’s oncology portfolio by covering both solid and liquid dosage forms.

Oral Solids 	Injection 	APIs 	Liquid orals 
22 products developed	21 products developed	21 APIs developed	12 products developed
16 EU CTD dossiers	16 EU CTD dossiers	16 with Written Confirmation	
9 products in pipeline	9 products in pipeline	5 applied for CEP (Received approval - 2)	

- 11 Bio-study completed from EMA / US FDA approved CROs
- RLD's are from EU

Business Contracts

50+

Overseas Business contracts

24

Europe
(LSA & CMO)

29

Rest Of
World

Dossier Status

235 ▶ 261

QoQ change in dossiers shared

142 ▶ 178

QoQ change in dossiers submitted

12 ▶ 16

QoQ change in MAs granted

Supply Partners

15

Active partners

19

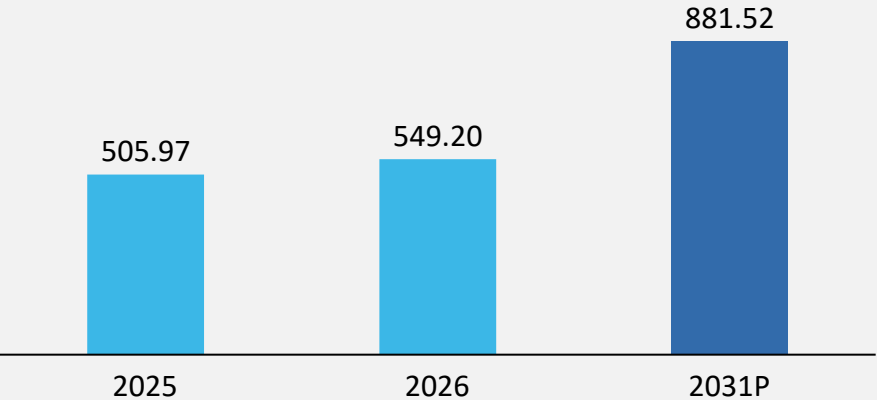
API supply partners with **8**
products



The background of the slide is a photograph of a laboratory. In the foreground, a scientist wearing a white lab coat, a blue face mask, and safety goggles is working. They are holding a red test tube and looking down at it. In the background, other scientists in similar attire are working at lab benches. The scene is lit with blue and red lights, creating a high-tech, scientific atmosphere. The bottom of the slide features a decorative graphic of white hexagons and lines on a dark blue background.

Industry Overview & Growth Drivers

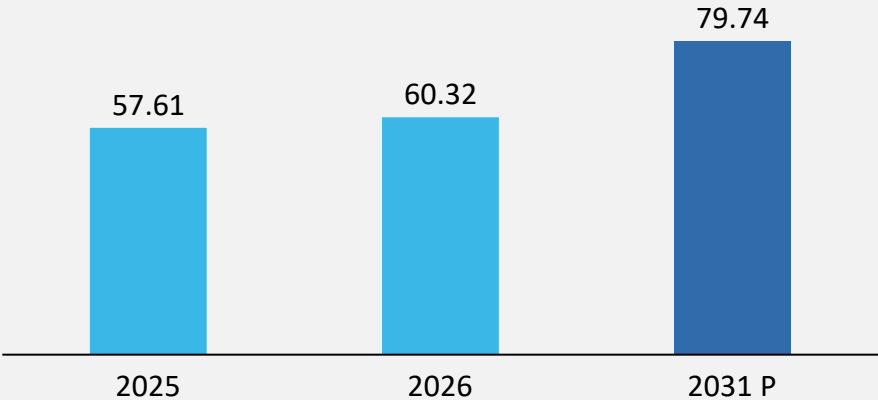
Global Pharmaceutical Market (In US\$ Billion)



Global pharmaceutical manufacturing is projected to grow from **USD 549 billion in 2026 to USD 882 billion by 2031** growing at a **CAGR 9.93%**

Over **USD 300 billion** invested in greenfield and brownfield capacity expansion between 2024 and early 2026 signals strong industry momentum toward a more advanced, resilient and scalable pharmaceutical manufacturing landscape.

Indian Pharmaceutical Market (US\$ billion)



India’s pharmaceutical market is projected to grow from **USD 60.3 billion in 2026 to USD 79.7 billion by 2031** growing at a **CAGR of 5.74%**.

The growth curve is underpinned by patent expiries that widen the generic pipeline, government production-linked incentives that bolster active pharmaceutical ingredient capacity, and a rapid rise in chronic diseases that ties patients to multi-year therapy plans.

Industry Growth Drivers



Ageing Population & Chronic Disease Burden

01

Over 1 in 6 people globally will be aged 60+ by 2030, driving demand for long-term care and chronic treatments.

Shift Toward Value-Based & Preventive Care

02

Increasing adoption of data analytics and personalized medicine to improve outcomes and reduce costs.

R&D and Innovation Focus

03

Global pharma R&D spending projected to exceed USD 280 billion by 2030, boosting innovation in specialty therapies.

Government & Policy Support

04

Initiatives improving access, insurance coverage, and manufacturing incentives in emerging markets like India.

Growing CDMO/CRAMS Partnerships

05

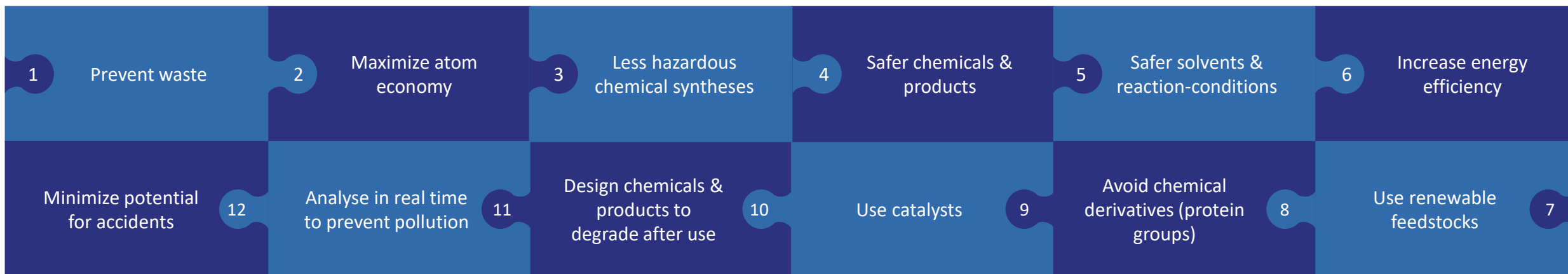
Outsourcing by global pharma expected to grow at 10–12% CAGR, enhancing manufacturing scalability.

Sustainability & Green Manufacturing

06

Industry shift toward eco-friendly and zero-discharge production systems for global compliance.

Green Chemistry **12 Principles**



Vapourtec R Series System, UK

Glass Line Reactors from De-Dietrich, Italy

OSD Containment Granulation and Compression Line, GEA, Belgium

Glatt-Autocoater, Germany

Tablet Capsule Inspection Machine by Sensum, Slovenia

Sterile Manufacturing Line with Lyophiliser, Tofflon

Kevin Roll Compacter

Bulk packaging Line IMA, Germany

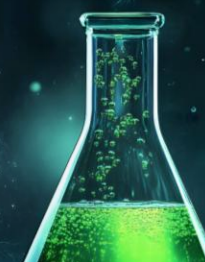
Enables Green Chemistry

Adopted techniques like Flow-Chemistry (Vapourtech) - safer with small reaction volumes, low solvent-reagent, low risk of environment exposure

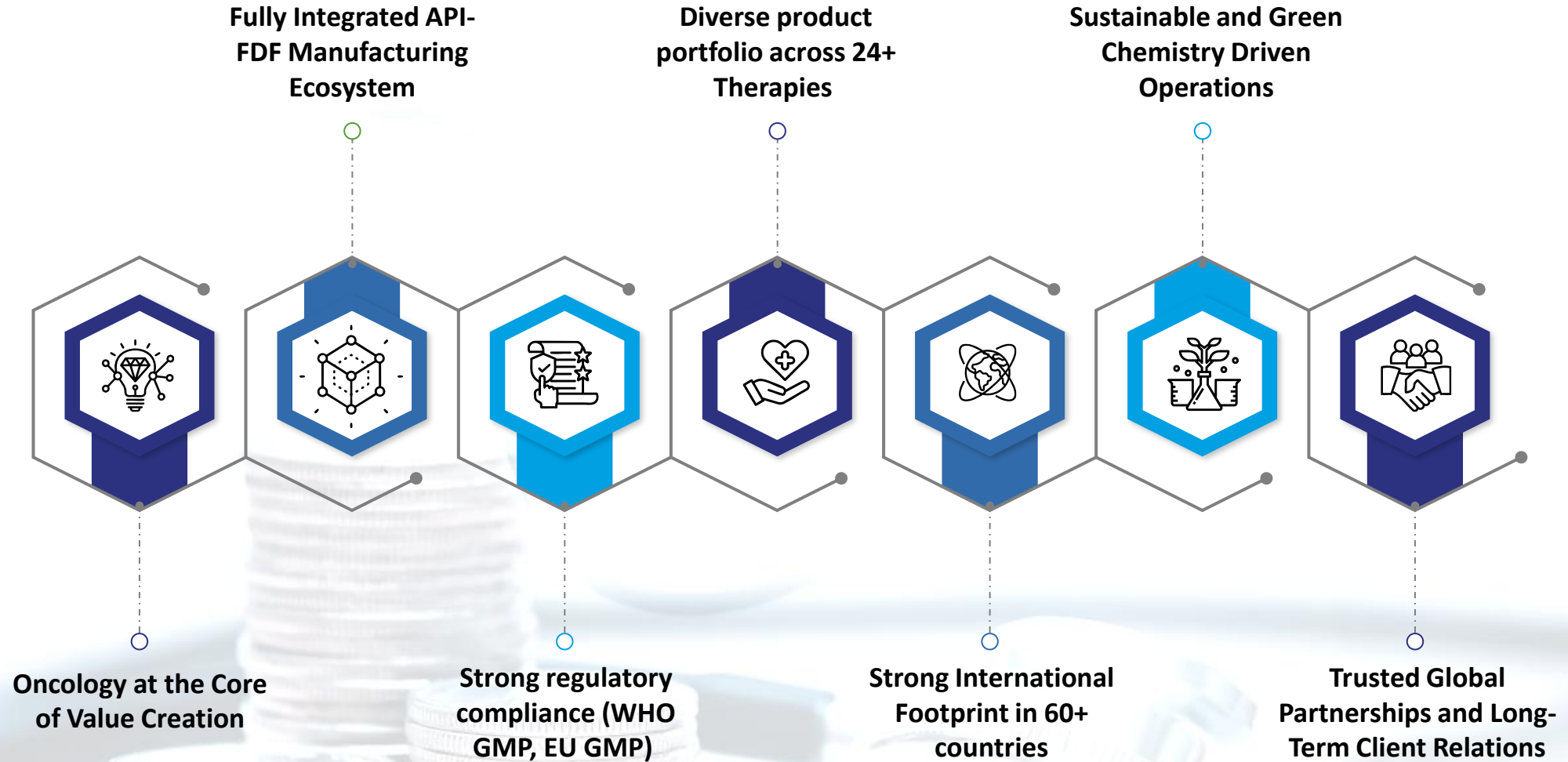
Containment manufacturing-lines or Isolators in place to support Green Chemistry principles

Designs and processes are in place to suit Green Chemistry objectives

Newly installed facility along with world class equipment, provides Sakar competitive edge



Key Investment Proposition



Manufacturing Prowess



Liquid / Lyophilised Injectable Unit (Vials and Ampoules)

Manufacturing Capacity (SVP)

Ampoules	1ml & 2ml	18000
	3ml	16000
	5ml	14000

Vials	2ml	18000
	5ml & 10ml	15000
	20ml & 30ml	12000



30+

No. of Products in the
Category

Manufacturing Capacity Lyophilised

Vials	10ml	22000
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Significance of the Unit

Sublimation based lyophilization improves product shelf life and reconstitution quality.

Handles both liquid and lyophilized injectables under one roof

Equipped with Tofflon lyophilizer and ORABS technology – freeze drying with autoloading and unloading

HEPA filtered Class 100 environment ensures aseptic processing

Cephalosporin - Oral Solid Unit (Tablets, Capsules, Dry Syrups & Sachets)

Manufacturing Capacity

Process	Capacity (kgs/shift)
Granulation	500 Kgs/shift
Blending	1000 kgs /shift
Compression	1200000/shift
Filling	1200000/ shift
ALU- ALU packing	1200000/ shift
ALU- ALU packing	600000/shift
Dry Syrup	25000/shift



Significance of the Unit

Core hub for oral solids with wide dosage flexibility (80–1500 mg tablets, 250–500 mg capsules).

Fully automated line from granulation to packing, minimizing contamination and material loss.

Offers packaging versatility – ALU-ALU, ALU-PVC, strip & dry syrup – suited for diverse market needs.

HEPA-filtered environment with controlled storage ensure

Cephalosporin – Injectable Unit (Dry Powder)

Manufacturing Capacity

Container size	Capacity (per Hour)
250 mg	14400
500 mg	14400
1 gm / 2 gm	11500
3 gm / 5 gm	8500



18

No. of Products in the Category

Significance of the Unit

Key sterile block for antibiotic dry powder vials (250 mg to 5 g range).

Ensures aseptic integrity with HEPA-controlled environment and segregated flows.

High-speed visual inspection (15,000 vials/hour) and automated packaging ensure quality and efficiency.

Controlled storage with humidity regulation maintains product stability and compliance

Oral Liquid Unit (Syrup & Suspension)

Manufacturing Capacity

Volumes	No of bottles/ Shift
10 ml	75000
30 ml	75000
60 ml	50000
100 ml	60000
200 ml	30000



Significance of the Unit

Key sterile block for antibiotic dry powder vials (250 mg to 5 g range).

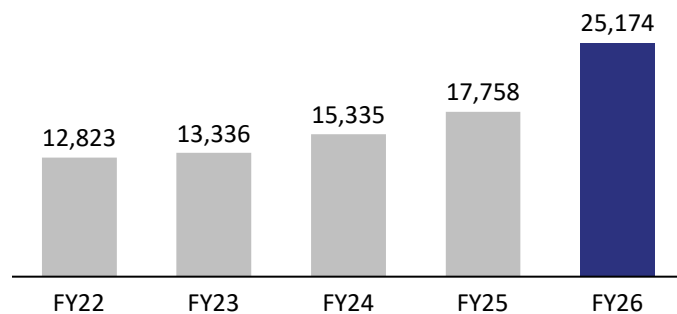
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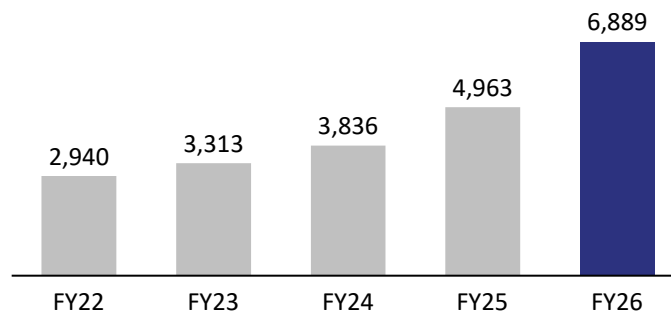
Controlled storage with humidity regulation maintains product stability and compliance

Historical Financial Highlights

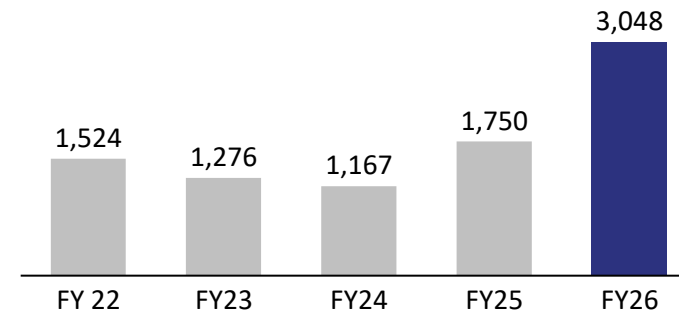
Revenue from operations (INR in Lakhs)



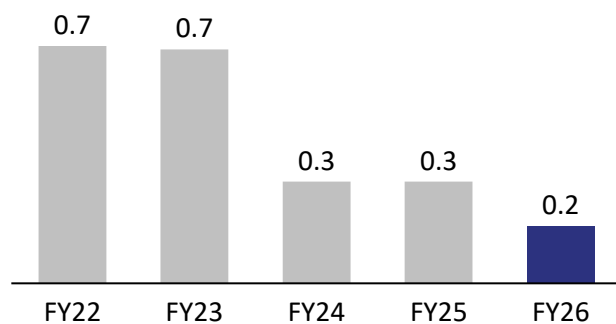
Operating Profit (INR in Lakhs)



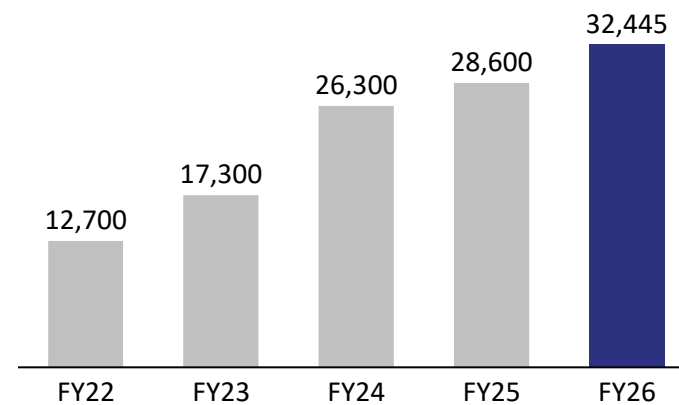
Consolidated PAT (INR in Lakhs)



Debt to Equity (x)



Net-worth (INR in Lakhs)





THANK YOU



For further information,
please contact:

Company :



Sakar Healthcare Limited

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cs@sakarhealthcare.com

Investor Relations Advisors :



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A part of MUFG Corporate Markets,
a division of MUFG Pension & Market Service

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Mr. Sejal Bhattar

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Meeting Request

Link

