

SAKAR HEALTHCARE LIMITED

Investor Presentation | Q2FY26



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Company Overview

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



200+

Dossiers filed (in
process)



75+

International Partners
Network



60+

Country Presence
(Emerging Markets)



25+

Therapeutic Segments
Coverage



55

Oncology Molecules
Development to Launch

Leadership Team that Drives Growth



HIGH POTENT ONCOLOGY OSD (Tablet, Capsule, Granule)
HIGH POTENT ONCOLOGY INJECTION (Liquid, Lyophilised)
GENERAL SMALL VOLUME PARENTERAL (Liquid, Lyophilised)

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



Mrs. Rita Shah
Director



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

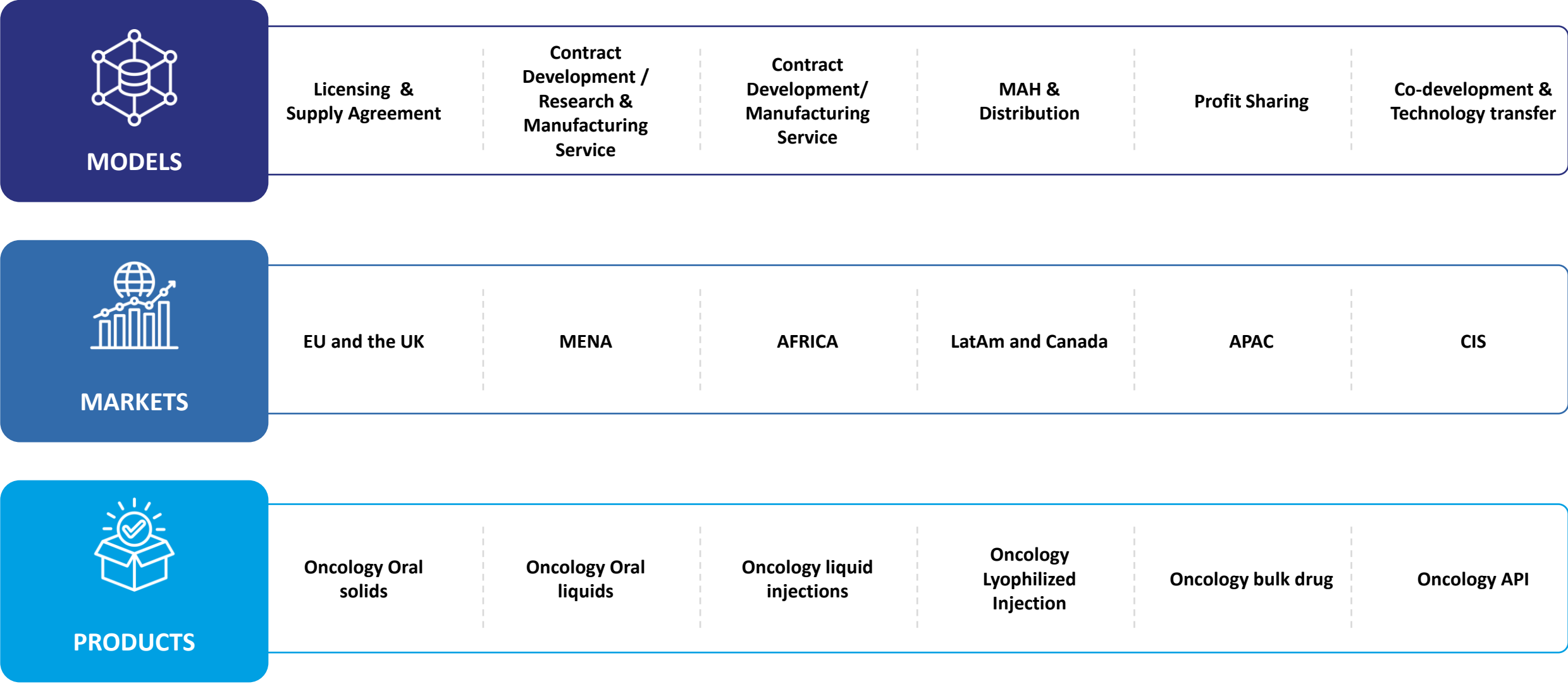
Sakar Healthcare provides **Contract Development and Manufacturing (CDMO/CMO)** services to leading multinational and domestic pharmaceutical companies. The company's integrated setup enables product development, scale-up, and regulatory dossier support under global compliance standards. This vertical 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 11 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



Trusted by Pharma Leaders



Zydus Lifesciences Limited



Torrent Pharmaceuticals Ltd.



Intas Pharmaceuticals Ltd.



German Remedies Ltd.



Cadila Pharmaceuticals Ltd.



Strides Arcolab Limited



Merck Limited



Pharos Pharmaceutical



Abbott India Ltd.



Indoco Remedies Limited



USV Ltd.



Bharat Serums and Vaccines Limited



Baxter



Biochem



Emcure Pharmaceuticals Limited



Cipla Limited



IPCA Laboratories Ltd.



WOCKHARDT Ltd.

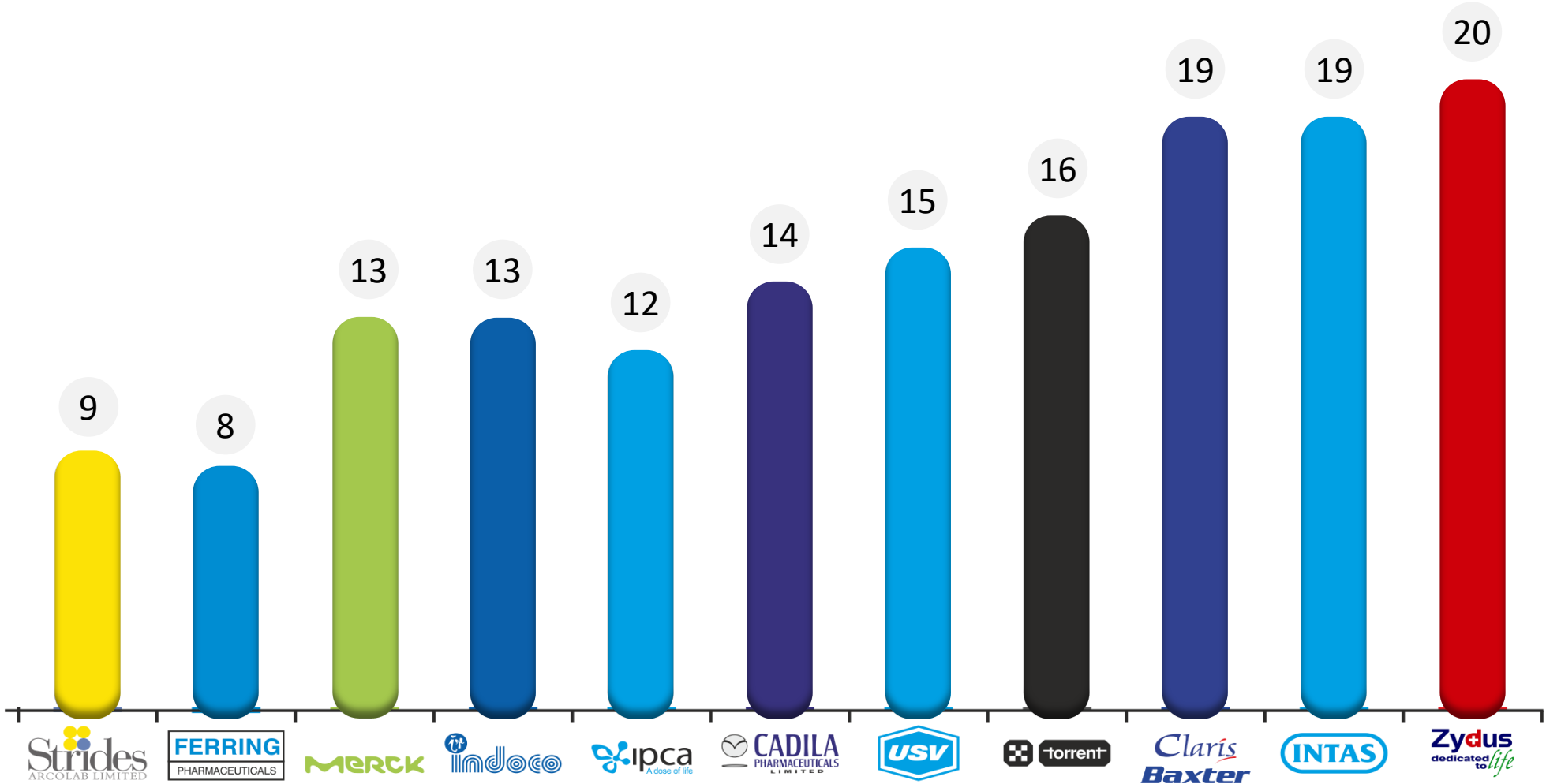


Glenmark Pharmaceuticals Limited



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

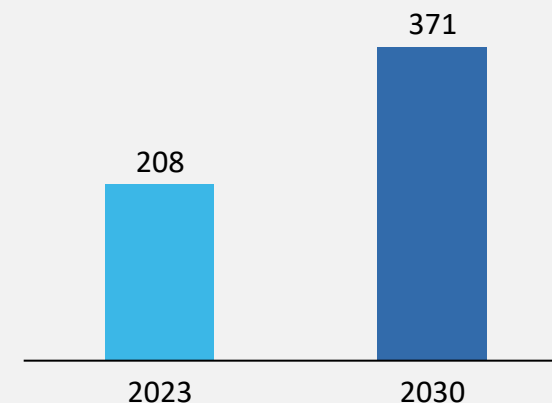
Rising cancer incidence -In India, projected numbers for cancer patients is expected to rise from approximately **1.46 million in 2022 to 1.57 million in 2025**.

The oncology drugs market is a major segment, with a projected value of **\$7.8 billion by 2030**.

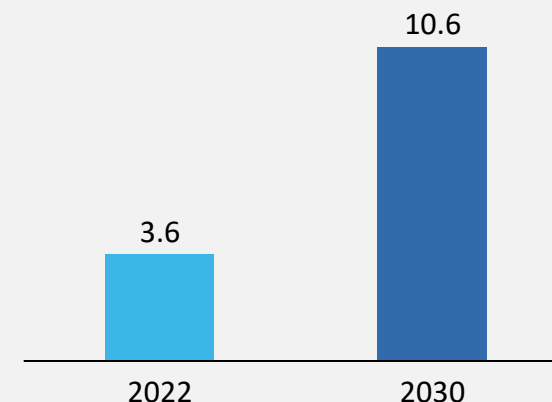
The NGS (Next-Generation Sequencing) market, particularly for targeted and gene panel sequencing, is also experiencing rapid growth, with a **CAGR of 18% from 2024 to 2030**.

Growing awareness about cancer, early detection, and the use of advanced diagnostic technologies are **contributing to market growth**.

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:



55 oncology products developed in-house
32 ready for global launch
11 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
Lyophilized – 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
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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.

Oncology Dossier List

Sr.	OSD Product list	Strength
1	Imatinib Tablets	400mg ,100mg
2	Gefitinib Tablet	250mg
3	Erlotinib Tablet	150mg, 100mg
4	Abiraterone Tablets	500mg, 250mg
5	Lenalidomide Capsule	25mg, 2.5mg, 5mg, 10mg, 15mg, 20mg
6	Anastrozole Tablet	1mg
7	Letrozole Tablet	2.5mg
8	Tamoxifen Tablet	20mg, 10mg
9	Sunitinib Capsule	50mg, 25mg, 12.5mg
10	Capecitabine Tablet**	500mg
11	Hydroxyurea Capsule	500mg, 250mg
12	Methotrexate Tablet	2.5mg, 5mg, 7.5mg, 10mg
13	Dasatinib Tablet**	20mg, 50mg, 70mg, 80mg, 100mg
14	Temozolamide Capsule**	100mg, 250mg
15	Enzalutamide Tablet**	40mg
16	Mercaptopurine Tablet #	50mg
BE Completed- Bold # BE Study Completion by Nov-2025 **Ready to Conduct BE Study		

Sr.	Product Developed in-house, PV Planned	Strength
1	Doxorubicin HCl Liposome Injection	2mg/ml
2	Bendamustine for Injection Lyophilised	25mg/vial, 100mg/vial
3	Sorafenib Tablet	200mg
4	Lapatinib Tablet	250mg
5	Palbociclib Tablet	75mg, 100mg, 125mg
6	Cyclophosphamide Tablet	50mg
7	Everolimus Tablet	5mg, 10mg
8	Pazopanib Tablet	200mg, 400mg
9	Exemestane Tablet	25mg
10	Bicalutamide Tablet	50mg

Sr.	Injection Product list	Strength
1	Docetaxel Injection	80mg/4ml, 20mg/ml, 160mg/8ml
2	Gemcitabine Injection*	200mg/vial, 1gm/vial
3	Gemcitabine for Injection	1000mg/26.3ml
4	Irinotecan Injection	100mg/5ml, 40mg/2ml
5	Carboplatin Injection	450mg/45ml, 150mg/15ml, 50mg/5ml, 600mg/60ml
6	Oxaliplatin Injection	50mg/10ml, 100mg/20ml
7	Doxorubicin for Injection*	50mg/vial
8	Paclitaxel Injection	30mg/5 ml, 100mg/16.7ml, 300mg/50ml, 260mg/43.33ml
9	Pemetrexed for Injection*	500mg/vial, 100mg/vial
10	Bortezomib for Injection*	3.5mg/vial
11	Methotrexate Injection!	50mg/2ml
12	Cytarabine Injection!	100mg/1ml, 500mg/5ml, 2gm/20ml, 1gm/10ml
13	Cisplatin Injection!	100mg/100ml, 50mg/50ml, 25mg/25ml, 10mg/10ml
14	Mitomycin for Injection*!	2mg/vial, 10mg/vial, 40mg/vial
15	Azacitidine Injection*!	100mg/vial
16	Doxorubicin Solution for Injection!	10mg/5ml, 50mg/25ml
* Lyophilised Injection		! Under Stability Study

Sr.	Oral Liquid Product List	Strength
1	Capecitabine Oral Suspension	200mg/ml
2	Dasatinib Oral Suspension	40mg/ml
3	Enzalutamide Oral Solution	32mg/ml
4	Erlotinib Oral Suspension	20mg/ml
5	Hydroxycarbamide Oral Suspension	100mg/ml
6	Imatinib Oral Solution	400mg/5ml
7	Lenalidomide Oral Suspension	25mg/5ml
8	Mercaptopurine Oral Suspension	20mg/ml
9	Methotrexate Oral Solution	2mg/ml
10	Sunitinib Oral Suspension	10mg/ml
11	Tamoxifen Citrate Oral Solution	20mg/10ml
12	Temozolomide Oral Suspension	30mg/ml

Growth Drivers



The background of the slide features a laboratory setting with scientists in white protective suits and masks. One scientist in the foreground is holding a red vial. The scene is overlaid with a blue and red color scheme and a network of white hexagons and lines, suggesting a molecular or technological theme.

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

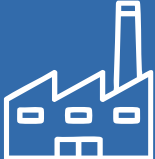
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Outsourcing by global pharma expected to grow at 10–12% CAGR, enhancing manufacturing scalability.

Sustainability & Green Manufacturing

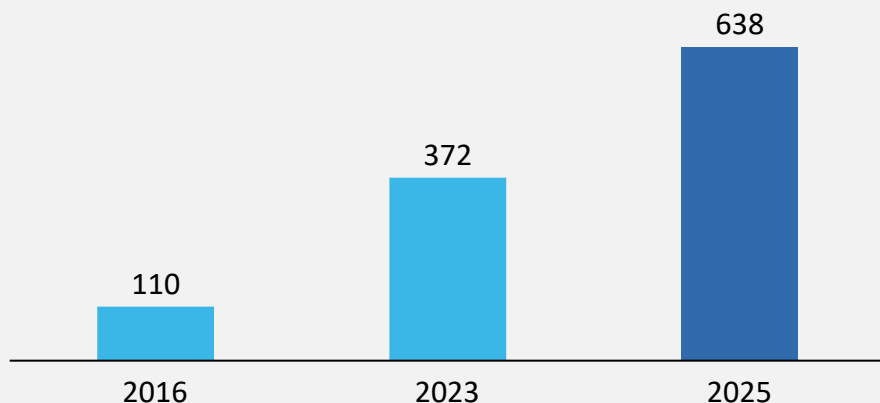
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Industry shift toward eco-friendly and zero-discharge production systems for global compliance.

Oral Solids 	Injection 	APIs 	Liquid orals 
22 products developed	21 products developed	22 APIs developed	12 products developed
16 EU CTD dossiers	16 EU CTD dossiers	15 with Written Confirmation	
9 products in pipeline	9 products in pipeline	4 applied for CEP (3 in process)	

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

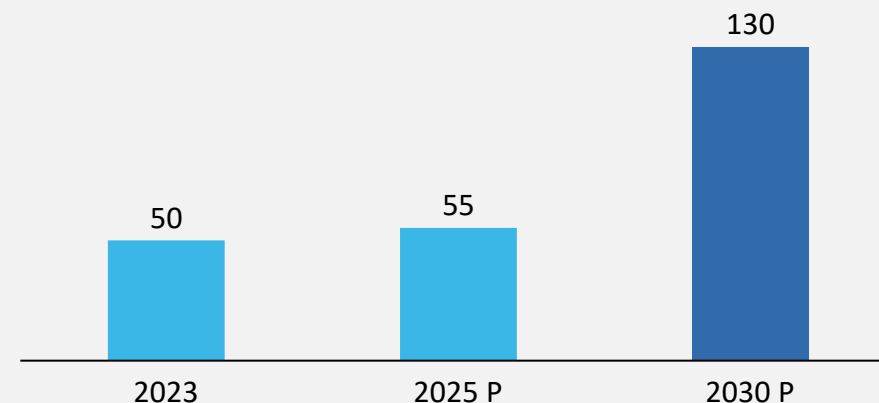
Indian Health Care (In US\$ Billion)



The sector is growing at a robust 17.5-22.5% CAGR, driven by innovation across hospitals, pharmaceuticals, and diagnostics

Rising income levels, an ageing population, growing health awareness and a changing attitude towards preventive healthcare is expected to boost healthcare services demand in the future

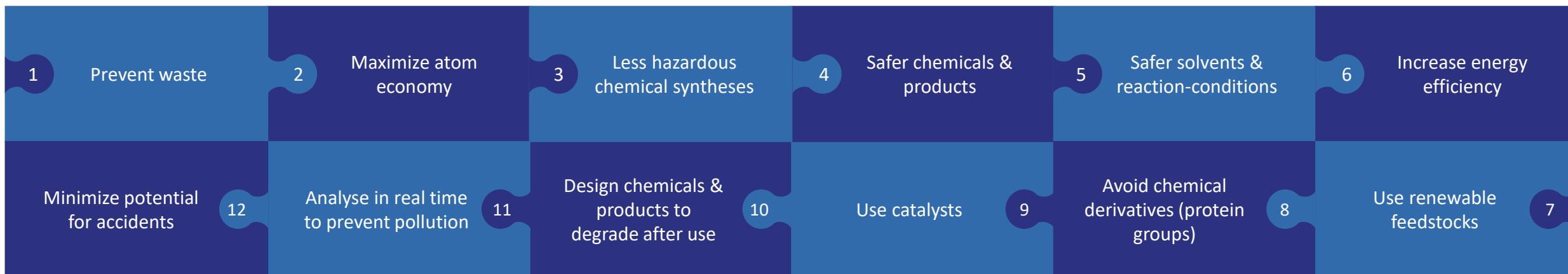
Indian Pharmaceutical Market (US\$ billion)



Indian pharmaceutical industry is known for its generic medicines and low-cost vaccines globally. Transformed over the years as a vibrant sector, presently Indian pharma ranks third in pharmaceutical production by volume

Drug Formulations and Biologicals stood at US\$ 22.92 billion, accounting for 75% of total pharmaceutical exports in FY25

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
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Enables Green Chemistry

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

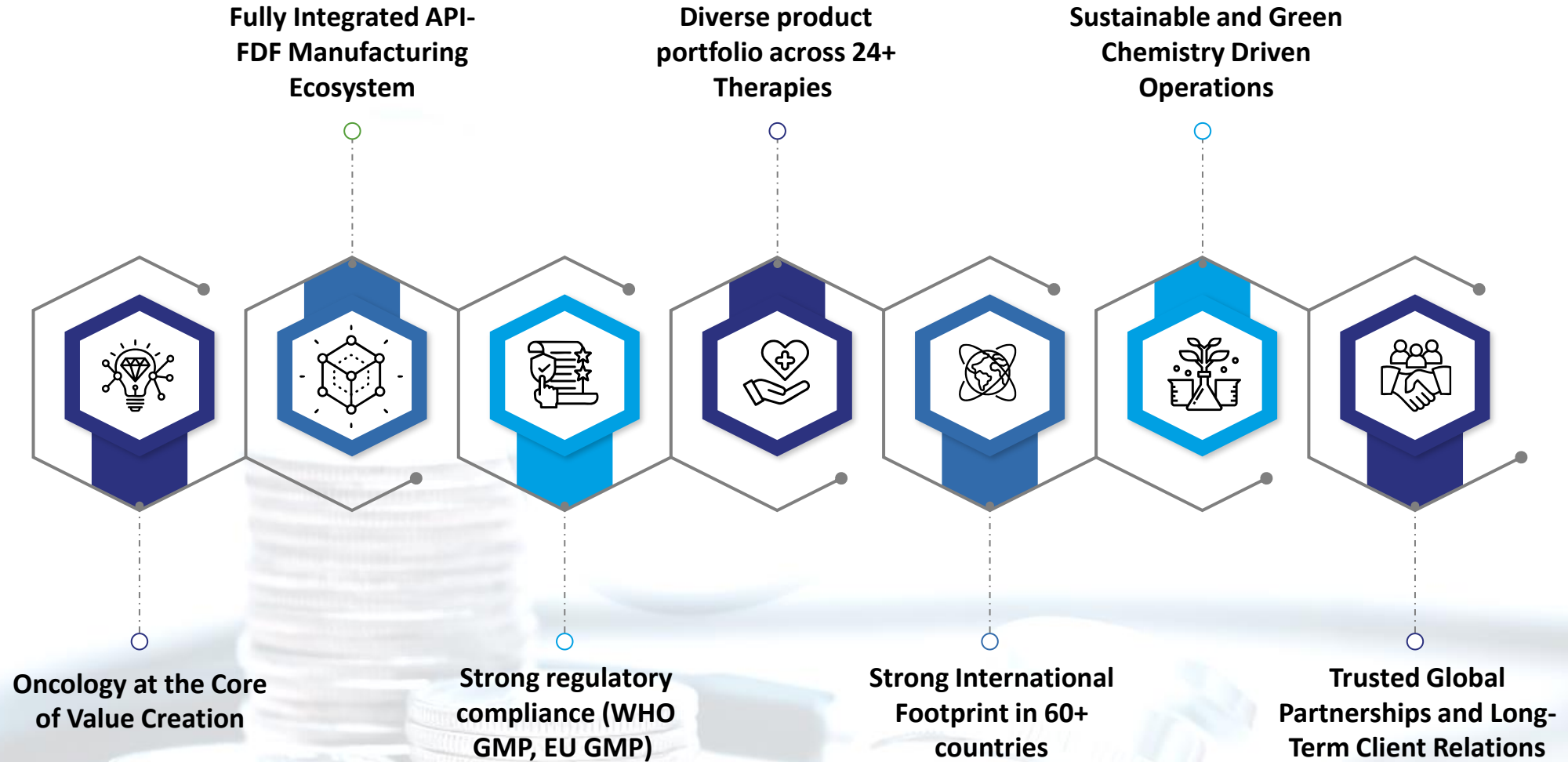
Containment manufacturing-lines or Isolators in place to support Green Chemistry principles

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).

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

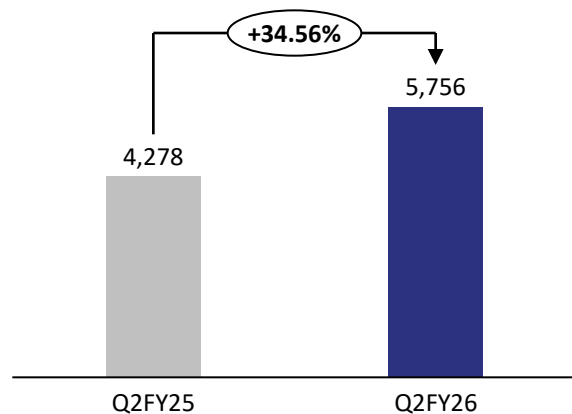
Financial Performance



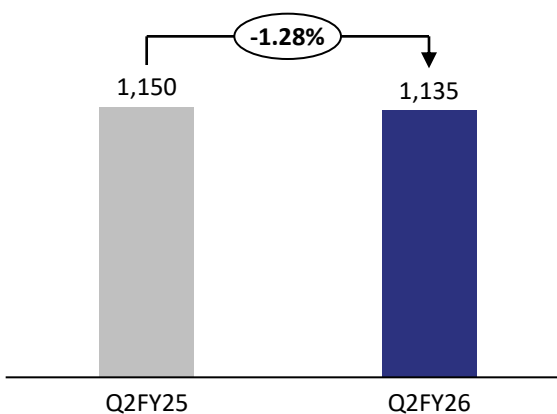
Q2 & H1FY26 – Profit & Loss Statement

INR in Lac

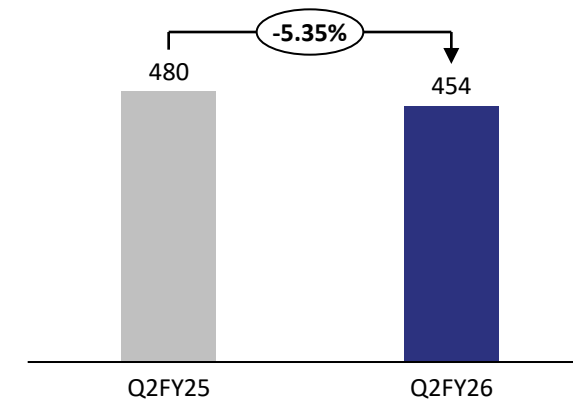
Revenue



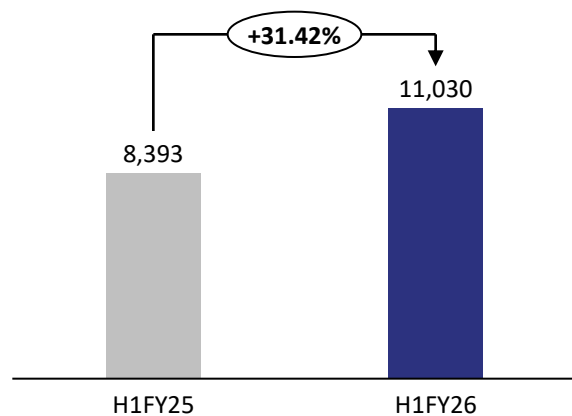
EBITDA



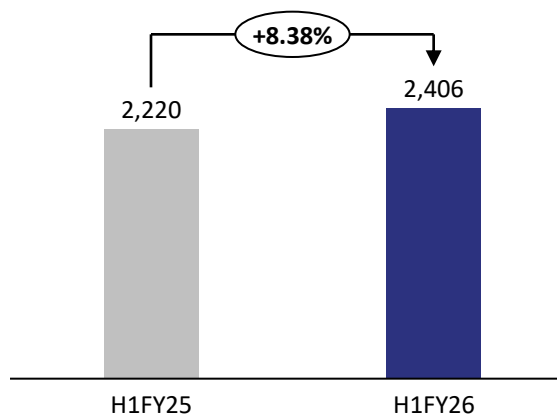
PAT



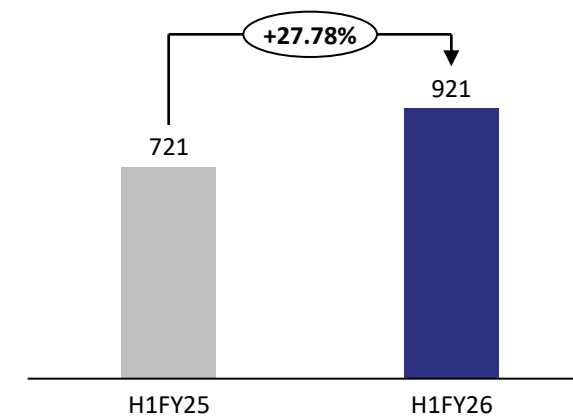
+31.42%



+8.38%



+27.78%



Q2FY26 – Consolidated Profit & Loss Statement

Particulars (Rs. lakhs)	Q2 FY26	Q2 FY25	Y-o-Y	Q1 FY26	Q-o-Q	H1 FY26	H1 FY25	Y-o-Y
Revenue from Operations	5756.04	4277.81	34.6%	5273.62	9.1%	11029.66	8392.58	31.4%
COGS	3040.64	2289.77		2895.24		5935.88	4495.91	
Gross Profit	2715.4	1988.04		2378.38		5093.78	3896.67	
Gross Profit Margin (%)	47%	46%		45%		46%	46%	
Employee Expenses	834.19	545.52		754.96		1589.15	1083.97	
Other Expenses	745.82	292.4		352.84		1098.66	592.69	
EBITDA	1135.39	1150.12	-1.3%	1270.58	-10.6%	2405.97	2220.01	8.4%
EBITDA Margin (%)	20%	27%		24%		22%	26%	
Other Income	121.46	37.29		39.39		160.85	83.27	
Depreciation	568.38	511.9		557.23		1125.61	1017.65	
Finance Cost	152.68	164.4		214.26		366.94	304.21	
Share of profit or (loss) from associates	-	-		-		-	-	
Profit before Tax	535.79	511.11	4.8%	538.48	-0.5%	1074.27	981.42	9.5%
Profit before Tax(%)	9%	12%		10%		10%	12%	
Tax	81.81	31.48		71.35		153.16	260.59	
Profit After Tax	453.98	479.63	-5.3%	467.13	-2.8%	921.11	720.83	27.8%
PAT Margin (%)	8%	11%		9%		8%	9%	
EPS (As per Profit after Tax)	2.03	2.17		2.11		4.14	3.27	

Q2FY26 – Consolidated Balance Sheet

Particulars (in Rs. lakhs)	Sep-25	Mar-25
ASSETS		
Non-Current Assets		
Property, Plant and Equipment	31,711.7	30,434.93
Goodwill		
Capital work-in-progress	1,703.36	1,670.35
Investment Property		
Intangible Assets	765.64	461.07
Intangible asset under development		
Non Current Financial Assets	30.06	30.06
Deferred Tax Asset (Net)		
Non-Current Tax Assets (net)		
Other Non-Current Assets	1,186.11	56.97
Total Non - Current Assets	35,396.87	32,653.38
Current Assets		
Inventories	4,452.65	4,359.24
Financial Assets		
Investments		
Trade Receivables	3,198.52	3,072.3
Cash and Cash Equivalents	0.83	10.16
Other bank balance	20.77	20.77
Loans		
Other Financial Assets		
Contract Assets		-
Other Current Assets	1,790.14	1,410.25
Current tax asset (net)		
Total Current Assets	9,462.91	8,872.72
Total Assets	44,859.78	41,526.10

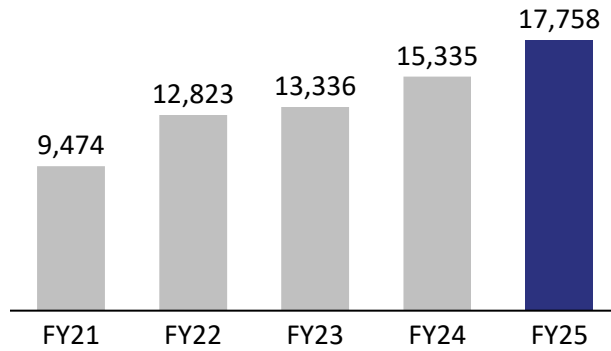
Particulars (in Rs. lakhs)	Sep-25	Mar-25
Equity		
Equity Share Capital	2,224.99	2,194.99
Other Equity	28,100.3	26,064.6
Money Received Against Share Warrant		288
Total Equity	30,325.29	28,547.59
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	4,525.6	5,359.42
(ii) Lease Liabilities		
(iii) Other Financial Liabilities		
Deferred Tax Liabilities (net)	996.41	1,034.44
Provisions	274.19	266.04
Total Non-Current Liabilities	5,796.2	6,659.9
Current Liabilities		
Financial liabilities		
(i) Borrowings	2,660.55	2,136.05
(ii) Trade Payables	3,602.77	2,106.66
(iii) Lease Liabilities		
(v) Other Financial Liabilities	1,322	1,142
Other Current Liabilities	937.92	801.3
Provisions		
Current Tax Liabilities (Net)	215.05	132.6
Total Current Liabilities	8,738.29	6,318.61
Total Equity and Liabilities	44,859.78	41,526.10

Q2FY26 – Consolidated Cash Flow Statement

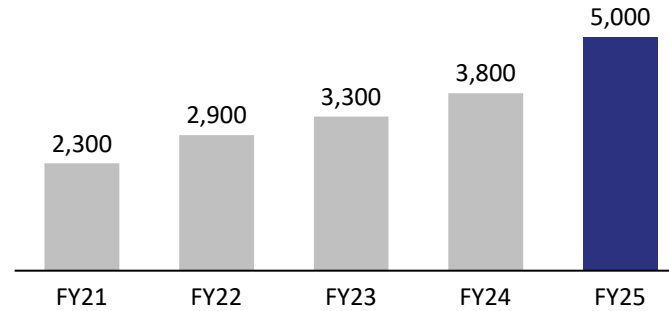
Particulars (Rs. In lacs)	Sep-25	Sep-24
Cash Flow from Operating Activities		
Profit before Tax	1,074.27	981.42
Operating Profit before Working Capital Changes	2,262.97	1,191.41
Changes in Working Capital		
Cash Generated from Operations	3,337.24	2,172.83
Less: Direct Taxes paid	-278.53	-63.08
Net Cash from Operating Activities	3,058.71	2,109.75
Cash Flow from Investing Activities	-2,739.95	-1,305.15
Cash Flow from Financing Activities	-328.08	-798.42
Net increase/ (decrease) in Cash & Cash equivalent	-9.32	6.18
Add: Cash and cash equivalents as at beginning of the period	10.16	25.79
Add: Net effect of exchange gain on cash and cash equivalents		
Cash and cash equivalents	0.84	31.97

Historical Financial Highlights

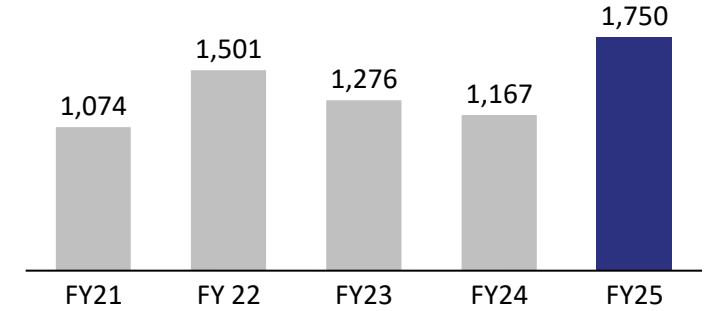
Revenue from operations (INR in lacs)



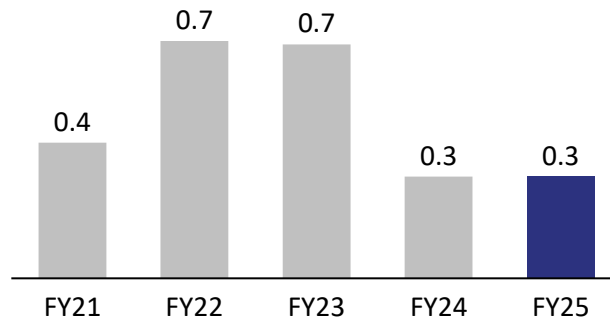
Operating Profit (INR in lacs)



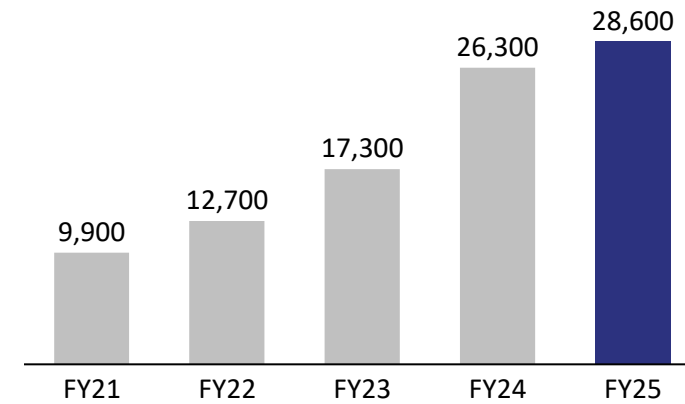
Consolidated PAT (INR in lacs)



Debt to Equity (x)



Net-worth (INR in lacs)*





THANK YOU





For further information,
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Meeting Request

Link

