ALKEM
Inspiring Healthier Lives

Alkem Laboratories Ltd.

Q1 FY27 Results Presentation

14th August 2026



Safe Harbor Statement

This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions. Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and underlying assumptions and other statements that are other than statements of historical fact, including, but not limited to, those that are identified by the use of words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “predicts”, “projects” and similar expressions. Risks and uncertainties that could affect us include, without limitation:

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- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in our key global markets;
- Changes in laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in political conditions in India and in our key global markets.

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Company's Financial Performance



Business Updates – Q1 FY27



Company overview and journey so far

Q1 FY27 Performance at Glance

Total Revenue from Operations

₹37,402 Mn

+10.9% YoY Growth

EBITDA / Margin

₹7,661 Mn / 20.5%

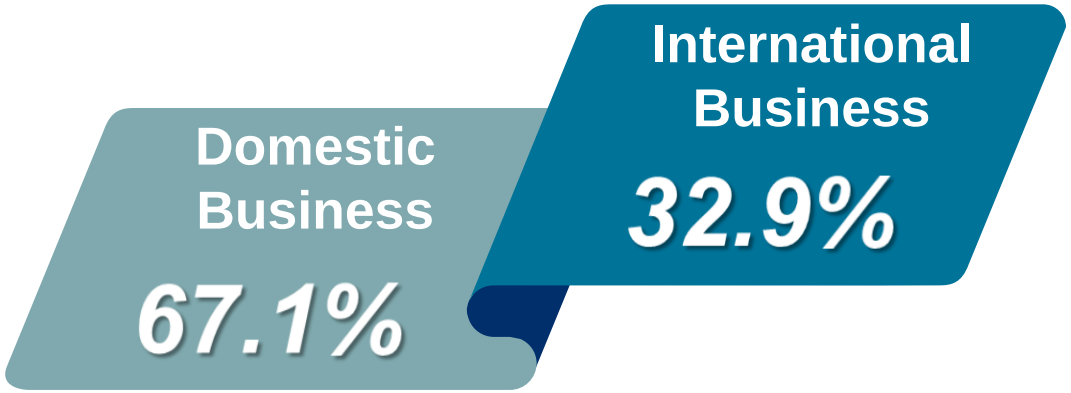
+3.7% YoY Growth

PAT[1] / Margin

₹5,200 Mn / 13.9%

-21.7% YoY Growth

Geographic-wise Break-Up



Salient Numbers

₹57.64 Bn
Net Cash as of 30th June 2026

₹1,502 Mn
R&D spend for Q1 FY27

100 bps
Outperformance in the domestic market vs. IPM

4.0%
R&D spend as % of sales during the quarter

1. PAT: Profit after Non Controlling Interest

Q1 FY27 – P&L Highlights

Particulars	Q1FY27	Q1FY26	YoY growth	Q4FY26	QoQ growth
Revenue from Operations	37,402	33,711	10.9%	36,033	3.8%
Gross Profit	25,389	22,000	15.4%	23,555	7.8%
Gross Profit Margin	67.9%	65.3%		65.4%	
EBITDA	7,661	7,391	3.7%	5,174	48.1%
EBITDA Margin	20.5%	21.9%		14.4%	
PBT (before exceptional item)	7,720	7,581	1.8%	5,578	38.4%
Exceptional item	-	129		(1,350)	
PBT (after exceptional item)	7,720	7,710	0.1%	4,229	82.6%
PAT (after Non-Controlling Interest)	5,200	6,643	-21.7%	2,365	119.9%
PAT Margin	13.9%	19.7%		6.6%	
EPS (₹ / share)	43.5	55.6	-21.7%	19.8	119.9%

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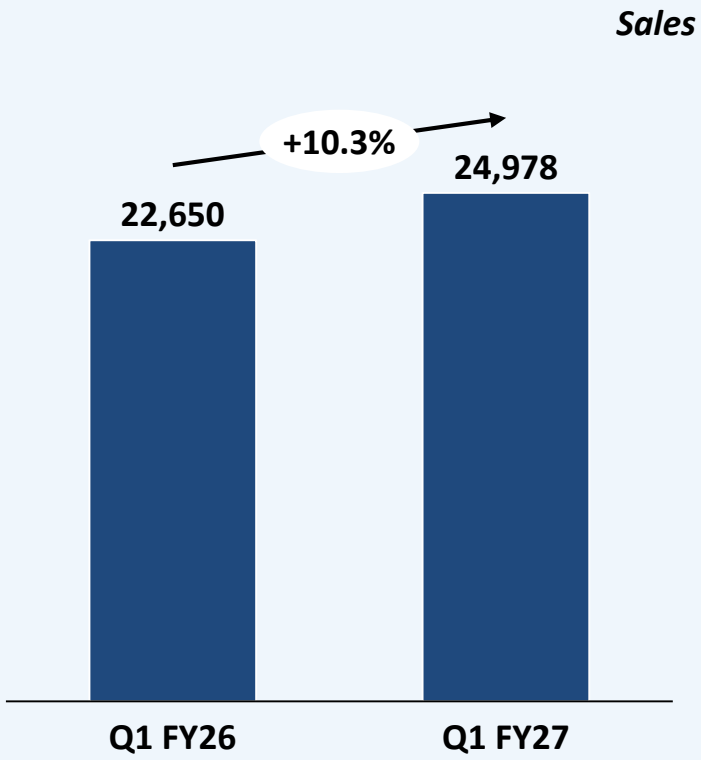

Company's Financial Performance


Business Updates – Q1 FY27


Company overview and journey so far

Domestic Business Performance

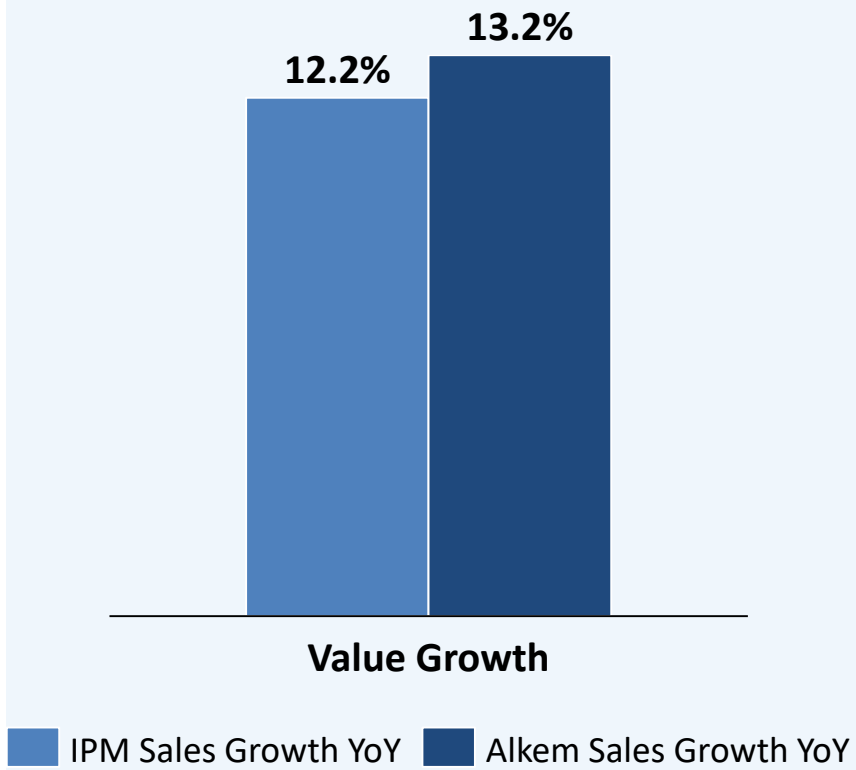
Q1 FY27 sales of ₹24,978 Mn (10.3% YoY growth)



- Domestic business revenue grew by 10.3% YoY to ₹24,978 Mn from ₹ 22,650 Mn during the same period last year.
- Domestic revenue contributed 67.1% to total sales in Q1 FY27 vs. 68.2% in Q1 FY26.
- According to IQVIA (SSA) data, for Q1 FY27:
  - The Company registered a growth of 13.2% YoY compared to the Indian Pharmaceutical Market (IPM), which grew by 12.2%.
  - We've grown faster than the market in seven of IPM's key therapy areas.

Alkem has delivered a strong performance in Q1 FY27, outpacing the market growth in key focus therapies

Outpaced the market by 100 bps, delivering 13.2% growth vs. 12.2% for IPM



Outperformance in 7 of the key IPM focus therapies

Therapy Class	Growth YoY %	Market share %	IPM Rank – Value
Anti Infectives	7.9% / 6.9%	13.3% +0.1%	1 ⇔
Gastro Intestinal	12.2% / 10.2%	7.9% +0.1%	4 ⇔
VMN	21.4% / 15.1%	6.8% +0.4%	2 ⇔
Pain / Analgesics	20.2% / 11.5%	5.6% +0.4%	3 ⇔
Anti Diabetic	21.1% / 15.5%	2.3% +0.1%	13 ↑+1
Neuro / CNS	8.7% / 12.0%	2.4% -0.1%	8 ⇔
Respiratory	16.8% / 10.5%	1.5% +0.1%	14 ⇔
Derma	16.5% / 10.3%	1.6% +0.1%	19 ⇔

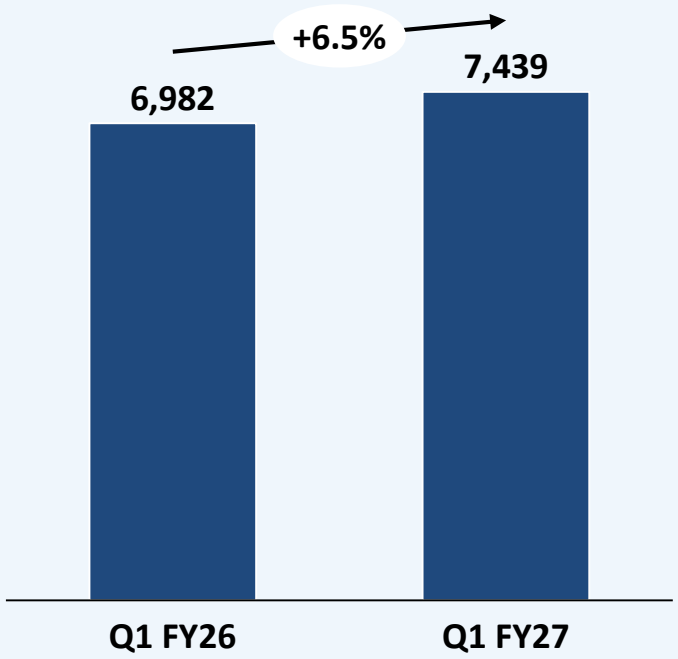
15+ years of unmatched leadership in the Anti-Infectives therapy

Source: Market data as per IQVIA SSA Qtr. Jun'26

US Business Performance

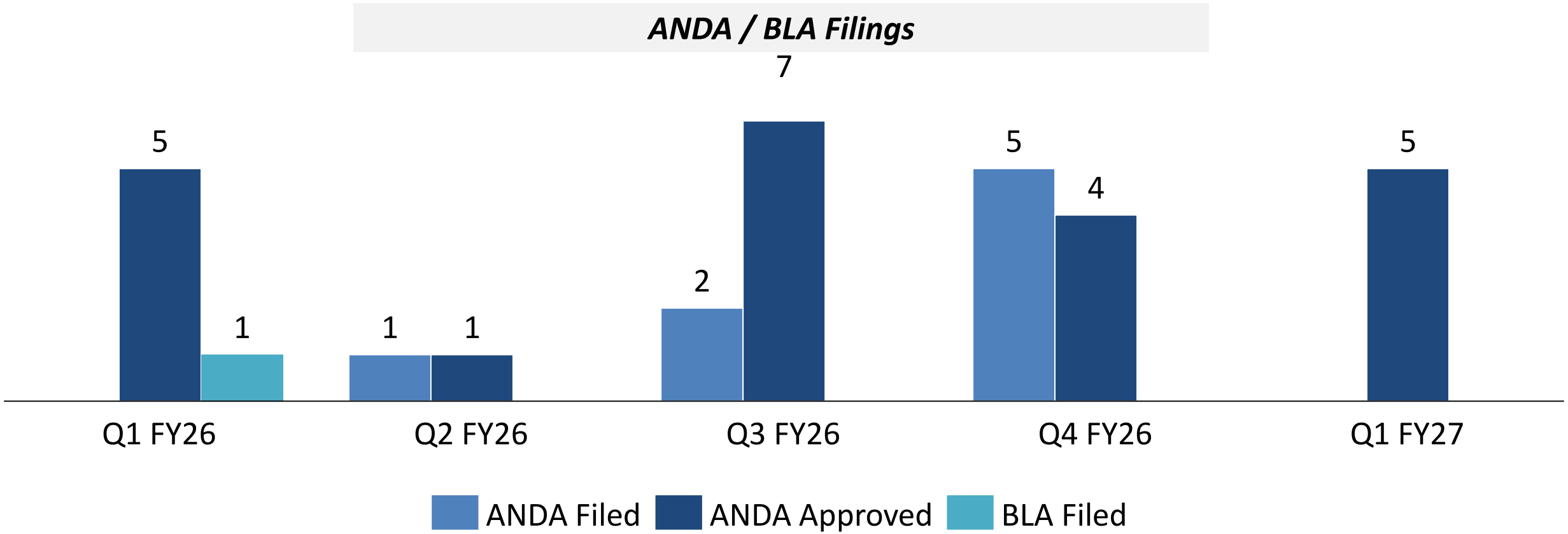
Q1 FY27 US Business sales of ₹7,439 Mn (6.5% YoY growth)

Sales (in ₹ Mn)



- US business revenue grew by 6.5% YoY to ₹7,439 Mn from ₹ 6,982 Mn during the same period last year.
- US revenue contributed 20.0% to total sales in Q1 FY27.
- During the Q1 FY27, the Company received 05 ANDAs approvals (including 01 tentative approvals).

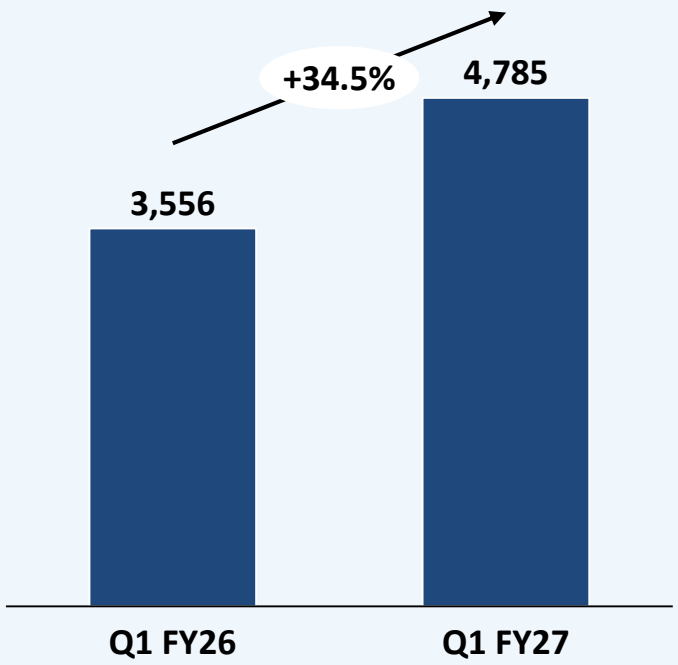
US Market Filing and approvals status



As of June 30, 2026, the Company has **filed 192 ANDAs, 2 NDAs and 1 BLA** and has **received 170 ANDAs approvals** (including 18 tentative approvals) **and 2 NDAs approvals.**

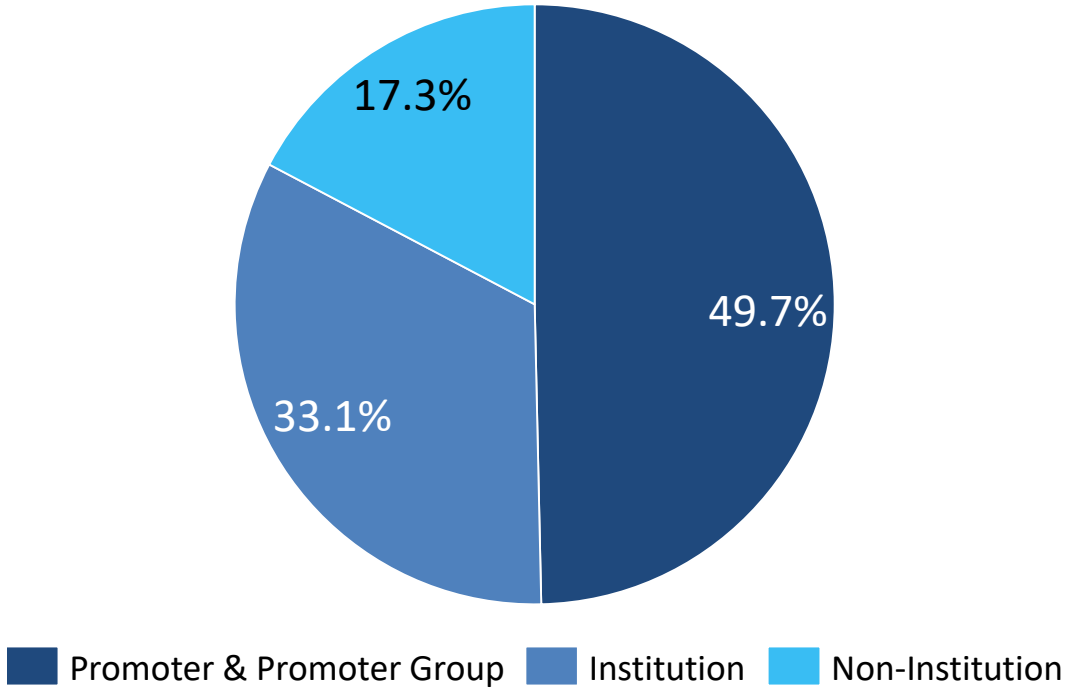
Non-US Business Performance

Q1 FY27 sales of ₹4,785 Mn (34.5% YoY growth)



- Non-US business revenue grew by 34.5% YoY to ₹4,785 Mn from ₹ 3,556 Mn during the same period last year.
- Non-US revenue contributed 12.9% to total sales in Q1 FY27.
- The Non-US business growth was driven by double-digit growth across key markets.

Shareholding Pattern as on June 30, 2026



BSE Ticker	539523
NSE Symbol	ALKEM
Shares Outstanding (Mn)	120
MCap (Rs in Mn)*	665,894
Free Float MCap (Rs in Mn)	334,944
Industry	Pharmaceuticals

**Share Price - Rs 5,570 from NSE as of 30th June 2026*

Institution – Mutual Funds, Alternate Investment Funds, Foreign Portfolio Investors, Financial Institutions / Banks

Non-Institution – Public, Other Bodies Corporates, Clearing Members, Non-Resident Indians, Hindu Undivided Family and Trusts

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Alkem Laboratories at Glance (FY26)

Market Leadership

- **#3** Rank in Prescriptions[1]
- **#6** Rank by value in IPM[2]
- **Leading Player** In the Trade Generics segment
- **Top 3** Player in 4 out of top 7 largest IPM's TAs[2]

Scale

- **₹1,47,123 Mn** Total Revenue[3]
- **67.8%** Domestic Revenue
- **17** Brand families worth ₹1000 Mn+[2]
- **14,500+** Field force[4]

Profitability

- **65.4%** Gross Profit Margin
- **20.4%** EBITDA Margin
- **15.6%** PAT Margin
- **29.6%** ROCE (Pre-Tax)

1. Prescriptions data as per SMSRC MAT Feb'26; 2. Market data as per IQVIA SSA MAT Mar'26; 3. Including Other Operating Income; 4. Excluding Line Managers as of 31st March 2026

Strong momentum from our mega brands has been pivotal in building robust brand franchises and consistently scaling them over the years

#2 'PAN'
Biggest Brand family in the IPM

15 Brands
in the IPM Top 300 ranks

36 Brands
Among the Top 3 ranks in their CVM[1] (Brands > ₹250 Mn)

Building large brand families defines our identity…

Brand Families	MAT Mar'21	MAT Mar'26	CAGR (5 Yrs.)
> ₹10 Bn	0	1	15.2%
> ₹5 Bn	1	1	12.4%
> ₹1.5 Bn	5	12	12.4%
> ₹500 Mn	15	17	11.2%

Brand family > ₹5 Bn

PAN CLAVAM

Brand family > ₹1.5 Bn

AZ NS, XONE, TAXIM-O, Uprise-D3, Gemcal, PIPZO, SUMOL, DAPANORM, Swich, TRAXOL, CHERi, TAXIM

Source: Market data as per IQVIA SSA MAT Mar'26; 1. CVM is Covered Market

50+ years of Alkem journey – a snapshot.

1973

Inception of Alkem Laboratories Limited

1978

Established the first plant at Taloja, Mumbai



2003

First R&D facility established at Taloja



2006

Taxim became India's first anti-infective drug to surpass annual sales figure of ₹ 1 billion in the domestic market

2007

Filed the first ANDA in the US for the drug Amlodipine

2009

Received the first ANDA approval in the US for the drug Amlodipine.
Acquired Pharmacor Pty. Ltd., a generic pharmaceutical Company in Australia

2010

Acquired Ascend Laboratories, a pharmaceutical Company in the US

2011

Acquired Enzene Biosciences, a Company engaged in the development of biosimilars in India

2012

Acquired an API manufacturing facility in the US



2014

Clavam surpassed ₹ 2 billion domestic sales milestone

2015

Successfully completed Initial Public Offering (IPO)

2018

Revenue from the US market crossed US$ 200 million in annual sales

2019

Crossed the revenue milestone of US$ 1 billion

2020

Started a new biologic/ biosimilar manufacturing facility in Pune

TGx business delivered 10+ billion topline

2021

First product launched from Enzene Biosciences in India

Company forayed in the respiratory segment in India with the launch of Pulmocare division

2022

Awarded as "Pharma Company of the Year" in ET India Pharma World Awards 2023

PAN franchise crossed ₹ 10 billion sales milestone

Clavam crossed ₹ 6 billion sales milestone



2023

50 years of Alkem

2024 - 26

2024–25 – Entry into MedTech through Advita Ortho (erstwhile Exactech) licensing agreement.

Included in the MSCI India Index.

2025–26 – Adroit & Bombay Ortho Acquisition completed. Carve out of Trade Generics business into subsidiary "Alkem Wellness".

Alkem & key subsidiaries

Source: Internal data

THANK YOU

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