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Building for the Future



Investor Presentation | Q2FY27

October 27th, 2026

The new way to CDMO

Safe Harbor Statement

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", “seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements“. These forward-looking statements involve a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those suggested by the forward- looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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New DDC capacity drives strong YoY revenue and EBITDA growth

(Q2FY27 Performance Snapshot)

₹5,162m
$54.2m
Revenue
▲ 37% YoY ▲ 15% QoQ

₹1,633m
$17.2m
EBITDA
▲ 53% YoY ▲ 32% QoQ

32%
EBITDA margin
▲ 329 bps YoY ▲ 416 bps QoQ

₹937m
$9.8m
Adjusted PAT[1]
▲ 109% YoY ▲ 47% QoQ

"Q2 delivered strong sequential growth, led by new DDC capacity. With our second cartridge line commercial, H2 will see new launches and a significant ramp-up in commercial volumes. Biologics momentum remained strong, with yet another US biotech onboarded during the quarter. With additional capacity and partnerships, we are well set for the next phase of growth."



Neeraj Sharma
CEO & MD

Notes: All figures presented in $m have been converted using average exchange rate of USD = ₹95.17
[1] Adjusted PAT excludes exceptional items (Q2FY27: ₹18m) and scheme related intangible amortisation (Q2FY27: ₹344m)

Q2FY27: Revenue up 37% YoY and EBITDA up 53% YoY

In ₹m	Q2FY27	YoY	QoQ	Q1FY27
Revenue	**5,162**	+37%	+15%	**4,490**
EBITDA	**1,633**	+53%	+32%	**1,233**
EBITDA margin (%)	**31.6%**	+329bps	+416bps	**27.5%**
Reported PAT	**575**	+448%	+130%	**250**
Adjusted PAT[1]	**937**	+109%	+47%	**637**
Adjusted EPS[1] (₹)	**8.2**	+109%	+47%	**5.6**

In $m	Q2FY27	YoY	QoQ	Q1FY27
Revenue	**54.2**	+37%	+15%	**47.2**
EBITDA	**17.2**	+53%	+32%	**13.0**
EBITDA margin (%)	**31.6%**	+329bps	+416bps	**27.5%**
Reported PAT	**6.0**	+448%	+130%	**2.6**
Adjusted PAT[1]	**9.8**	+109%	+47%	**6.7**
Adjusted EPS[1] ($)	**0.09**	+109%	+47%	**0.06**

Notes: All figures presented in $ have been converted using average exchange rate of USD = ₹95.17 and accordingly the prior period figures have been restated
[1] Adjusted PAT and Adjusted EPS excludes exceptional items (Q2FY27: ₹18m, Q1FY27: ₹43m) and scheme related intangible amortisation (₹344m in each quarter)

Financial Snapshot

- **Revenue of ₹5,162m/ $54.2m ↑37% YoY and ↑15% QoQ,** our third consecutive quarter of sequential growth. New DDC capacity and MSA execution led the increase, supported by 12 launches and growth across all businesses

- **EBITDA of ₹1,633m/ $17.2m ↑ 53% YoY and ↑ 32% QoQ.** Operating leverage led to margin expansion, with new capacity providing a runway for volume growth

Business & Operational Updates

Q2FY27

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New capacity coming online as launches and partnerships build across businesses

Q2FY27 at a Glance

6	2	2x	12	75+
New wins	**New logos**	**Sterile production days[1]**	**New launches**	**Active RFPs**
including 2 in Biologics	bringing total logo count to 82+	line 2 commercialised	North America, MENA, LatAm	biologics, DDCs lead

Key Highlights

DDC Capacity	**Second cartridge line commercialised**; line 3 FAT completed
DRL	**Approval across multiple markets** (LatAm, Africa, the Middle East, Canada and India)
	API supply in place; Canada relaunch imminent, other markets to follow
Semaglutide	**First generic in KSA** launched by Hikma, expanding our global presence
	Approvals anticipated in multiple new markets (Brazil, Turkey) in next 2 quarters
Biologics	**Signed a US partner** for integrated DS + DP across multiple programs
Quality	Successfully completed **11 regulatory inspections and customer audits**

FAT = Factory Acceptance Test

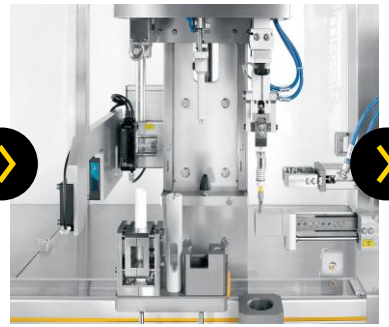
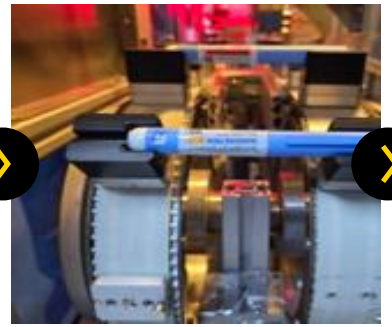
[1] Total number of production days available across all lines

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DDC capacity to triple for FY28: Two cartridge lines commercial, line 3 FAT completed

Maintaining cold-chain integrity throughout the sterile manufacturing process





Cartridge filling

Aseptic fill of drug cartridges on the isolator filling line

4

High-speed filling lines

Visual inspection

Automated and manual checks for particulates and defects

3

Fully automated machines

Pen assembly

Cartridge integrated into the pen device at assembly stations

Labelling

Serialised primary labels applied with vision verification

4

Fully automated high-speed machines

Packaging

Pens cartoned with leaflets and cased into finished packs

3

Fully automated lines

Warehousing

Finished packs stored under continuous cold-chain monitoring until dispatch

16k+

Pallet storage (1/3rd for cold storage)

Steady State (FY28)

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Biologics platform gaining momentum, with new customer wins and robust funnel

Integrated DS-DP-Device

Development
Gene to IND, IND to BLA

Drug substance
Mammalian and Microbial

Drug product
Vials, PFS, high-viscosity

Device
Pens and autoinjectors

One contract, one audit, no cold-chain handoff between sites

Partner wins and funnel

H1 wins non-exhaustive

BIOSIMILARS

US biopharma partner — NEW IN Q2

End-to-end DS + DP for multiple programs

Formycon — NEW PARTNER

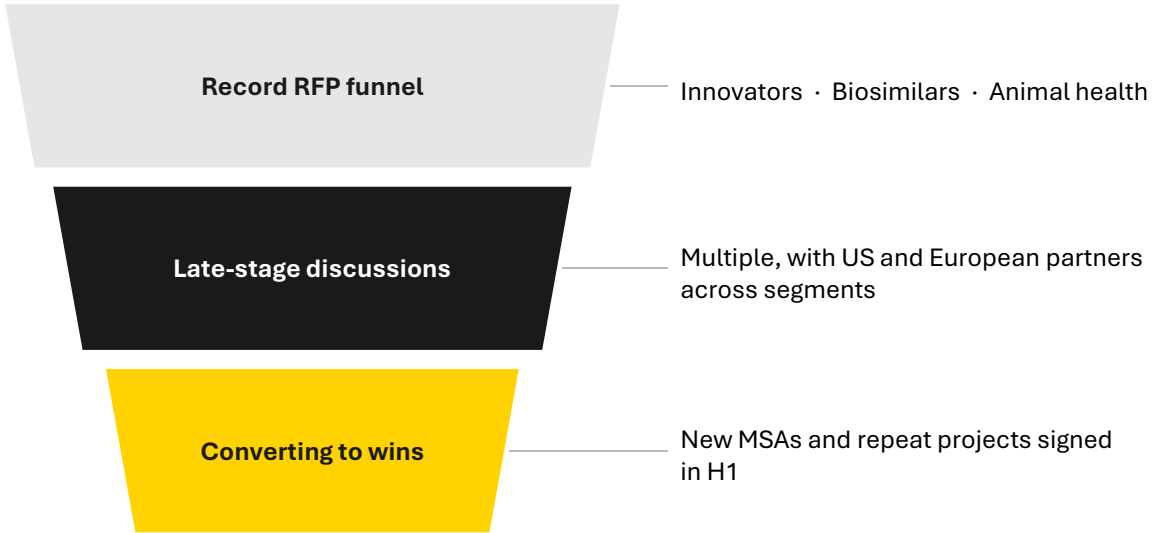
European biosimilar major onboarded

ANIMAL HEALTH

Top-3 global animal health company — REPEAT BUSINESS

3rd project signed with an existing partner

RFP funnel highest ever



Business Outlook

Q2FY27

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Reaffirming FY28 outlook of $ 400M organic revenue and $ 160M EBITDA

$ 400M

Revenue (organic)

40%

Steady state EBITDA margin

STRATEGIC PILLARS FOR OUR GROWTH

DDCs (including GLP-1s)	BIOLOGICS	BASE BUSINESS
Scaling across markets and customers, supported by capacity expansion	Biologics funnel expanding with continued pipeline growth and execution of MSAs	Sterile injectable and softgel platforms expanding through new capability investments and strong repeat business

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(Q2FY27) earnings call

Schedule:	**Day:** Tuesday **Date:** 27th October 2026 **Time:** 06:30 PM IST
Speakers:	**Neeraj Sharma,** CEO & MD **Anurag Bhagania**, CFO
Dial In:	**+91 22 6280 1372** **+91 22 7115 8193**
Diamond Pass:	Click here for early registration

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THE NEW WAY TO CDMO



OneSource at a glance

Building a pure-play CDMO platform, distinguished by extensive capabilities and robust financial metrics

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ONE-OF-ITS-KIND	ROBUST MANUFACTURING & COMPLIANCE TRACK RECORD	PRESENCE ACROSS MODALITIES INCLUDING GLP-1	HIGHLY ATTRACTIVE FINANCIAL PROFILE	EXPERT PROFESSIONALS AND SEASONED BOARD
#1 Multi Modality CDMO Platform from India	**5** State-of- the-Art Facilities	**Multiple** Ongoing/Completed DDC Projects	**>30%** FY 2025 – FY2028 Revenue CAGR	**1,600+** Workforce
4 Solid Offerings – DDC[1], Biologics, SGC, and Injectables	**220+** Successful Audits	**82+** Global Customers	**~40%** Steady State EBITDA margins	**Accomplished** Board of Directors

[1] DDC: Drug Device Combination

ESG progress validated with ratings and recognition

Latest Rating Updates

NSE Sustainability Ratings & Analytics

73/100

"Leader" category among NSE-listed peers

SES ESG

65.7/100

EcoVadis 64/100 ▲7 in FY25 vs FY24 | Bronze | Top 35%

Environment	67 ▲7
Labour & Human Rights	66 ▲6
Ethics	62 ▲12
Sustainable Procurement	55 ▲5

CDP Maintained the score consecutively for 2 years

Climate Change	B
Water Security	B

Rewards & Recognition

Sustainability Excellence Award — Received the Sustainability Excellence Award at the 5th National Bharat CSR & Sustainability Awards 2025

Workplace & Contractor Safety Management — Selected for Prestigious Safety Awards by the National Safety Council, Karnataka Chapter for outstanding performance in Workplace Safety and Contractor Safety Management (FY24 and FY25)

Our Sustainability Efforts are aligned to Global Frameworks, Certifications, and Standards

SUSTAINABLE DEVELOPMENT GOALS · United Nations Global Compact · INTEGRATED REPORTING <IR> · ISO · BRSR · CDP · ecovadis

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Get in touch with us

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