

Balaxi Pharmaceuticals Limited

Date: 29.05.2026

To,
Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza, Plot No C-1, Block G, Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

NSE Symbol: BALAXI

Dear Sir/Madam,

Subject: Investor Presentation

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, we enclose herewith the Investor Presentation on highlights of the Financial Results of the Company for quarter and year ended 31.03.2026.

The aforesaid information is also being hosted on the Company's website at www.balaxipharma.in.

This is for your information and records.

Yours Faithfully
For **Balaxi Pharmaceuticals Limited**

Aman Purohit
Company Secretary & Compliance Officer
ICSI Membership No.: A59345

Encl: A/a

Registered Office:

Plot No. 409, H. No. 8-2-293, Maps Towers, 3rd Floor, Phase III, Road No. 81, Jubilee Hills, Hyderabad (T.G.) - 500 096

CIN: L25191TG1942PLC121598

Phone: +91 40 23555300 | Email: info@balaxi.in | Website: www.balaxipharma.in

Balaxi

Pharmaceuticals Limited



Branded IPR-driven Pharma Player in Frontier Markets

Investor Presentation

Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Balaxi Pharmaceuticals Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Contents



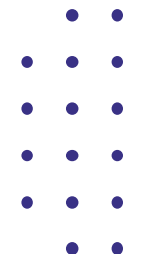
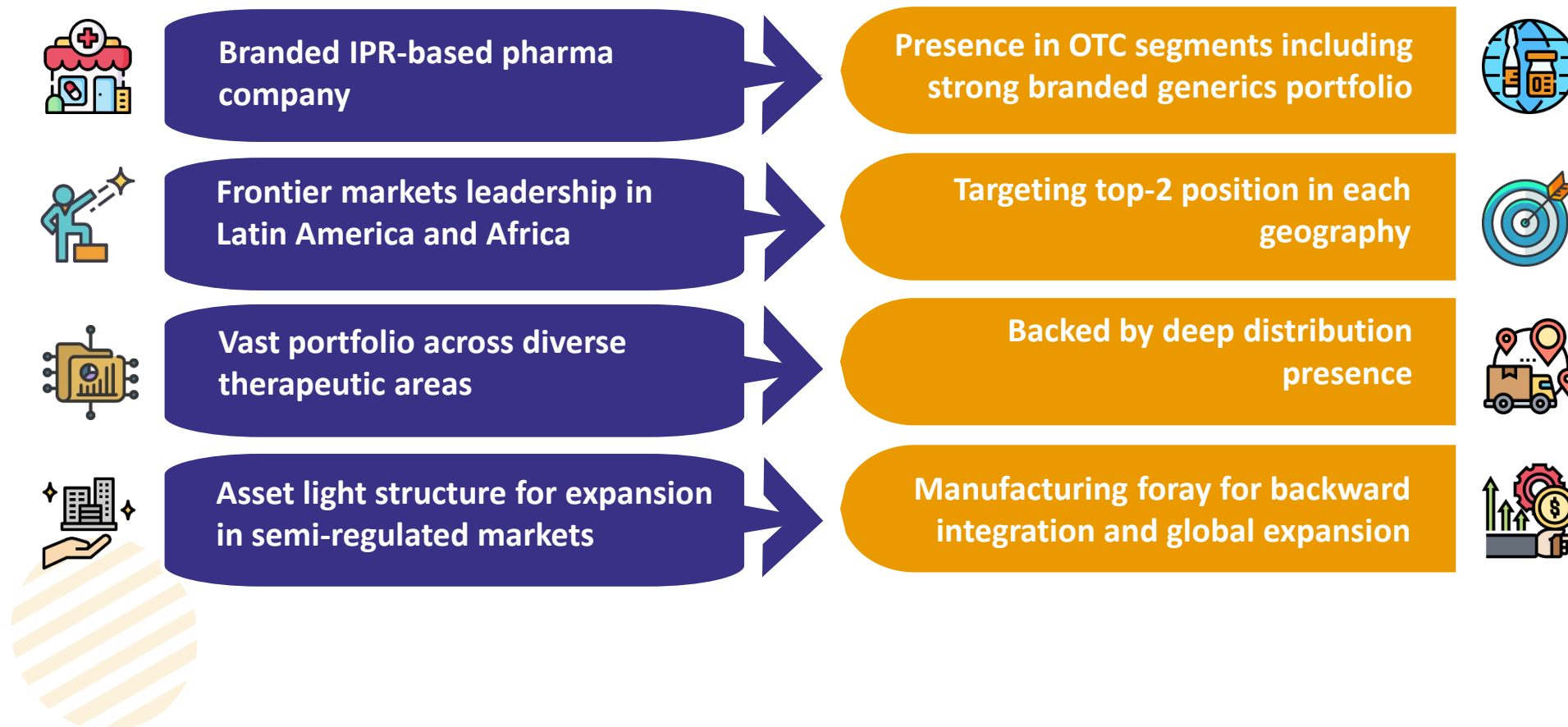
04 Corporate Snapshot

17 Financial Highlights

23 Strategic Roadmap



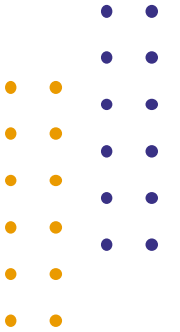
Bridging the Supply Gap in Frontier Markets



Successful Produce, Stock, Sell Business Model

Markets	Established operations: Guatemala (Latin America), Dominican Republic (Caribbean) and Angola (Africa) New operations: Honduras, El Salvador, and Nicaragua	Expansion initiated: Ecuador, Chile (Latin America)
Products	Vast range of essential OTC medicines – with healthy mix of generics and branded generics	964 product registrations in Seven countries 200+ registrations submitted or in the pipeline
Supply Chain	Outsourced production from WHO GMP certified plants in India, China and Portugal	Established the Company's first pharmaceutical formulation facility in Hyderabad
Distribution	Deep presence through 38 warehouses and on-ground fleet support	Successful process being replicated in other frontier markets; expansion plans in other global markets over near to medium term
Transformation	New initiatives strengthening functionality in supply chain, regulatory affairs and customer service	Centralized digital procurement, regulatory management and customized CRM tools

Key Success Factors



Market Selection Methodology

- Focus on countries with high-potential economic growth framework
- Identify non-English speaking countries with similar characteristics
- Low competitive intensity and potential to establish top-2 position
- On-ground feedback mechanism allows deep understanding of demand dynamics
- As population crosses prosperity thresholds, healthcare spends expand exponentially

Human Capital Management

- Established unique ecosystem of 100+ Indian expatriates in operating geographies
- Financial security ecosystem for key personnel, creating a highly motivated leadership team
- Local language training and support from local staff improves on-ground effectiveness
- Home grown management systems have already proven successful in several countries
- Homogeneous target markets allow cross-movement of people and resources

Regulatory Affairs Systems

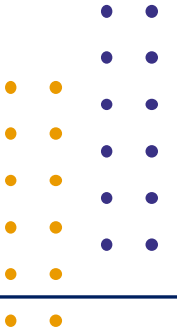
- Appreciation and full compliance of local regulatory framework
- Comprehensive, in-house capabilities backed by cross-functional coordination with business/tech teams
- Digitization of regulatory operations with end-to-end management and data security
- Typical 12-24 months regulatory process is monitored at every stage – supports corporate planning and creates strong local IP

Transition from “Asset Light” to “Asset Right”



As a part of its corporate evolution, Balaxi has moved its business model from ‘Asset Light’ to ‘Asset Right’. The company has set up its first pharmaceutical manufacturing facility in a Pharma SEZ located at Jadcherla, Hyderabad.

Investment in Manufacturing Facilities



Company's first pharmaceutical formulation manufacturing unit

General Oral Solid Dosage (OSD) formulations

Targeting demand for high quality products in Latin American markets

Allows full backward integration of supply chain

Plant Qualification and Validation is now complete

Historically, Balaxi has successfully executed on its “produce, stock and sell” model. The company has built a large and diversified portfolio of products and a leading position by bridging the supply gap in several countries, first in low-regulation markets in Africa and more recently in semi-regulated markets in Latin America. This outreach has been backed by outsourced, WHO GMP compliant, diversified supply chains developed by the company. As a part of its corporate evolution, Balaxi has now set up its first pharmaceutical formulation manufacturing unit to cater to the demand for high quality products in existing as well as targeted markets.

Favorable ROI on Capital Expenditure

Immediate demand for new production from established markets

Higher efficacy, greater acceptance, enhanced profit margins

Strong control over manufacturing ecosystem

Improved regulatory processes, reduced time-to-market for new launches

Opens up several new market opportunities globally

The Commissioning of Company's first pharmaceutical formulation plant, located at a Pharma SEZ near Hyderabad, is now complete, focusing on General Oral Solid Dosage (OSD) formulations markets in Latin America and Africa. This will drive backward integration of the supply chain to these countries, currently outsourced through contract manufacturing relationships. This facility will produce higher efficacy products that enjoy greater acceptance and enhanced profit margins. From the operations standpoint, Balaxi is establishing a manufacturing ecosystem that affords better control, improves regulatory processes and reduces time to market for new product launches. Over the medium term, Balaxi sees several new market opportunities opening up for its product lines.

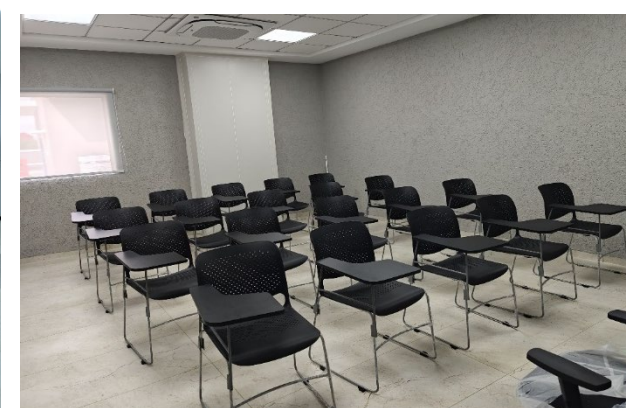
Glimpse of Company's first Formulation Facility:



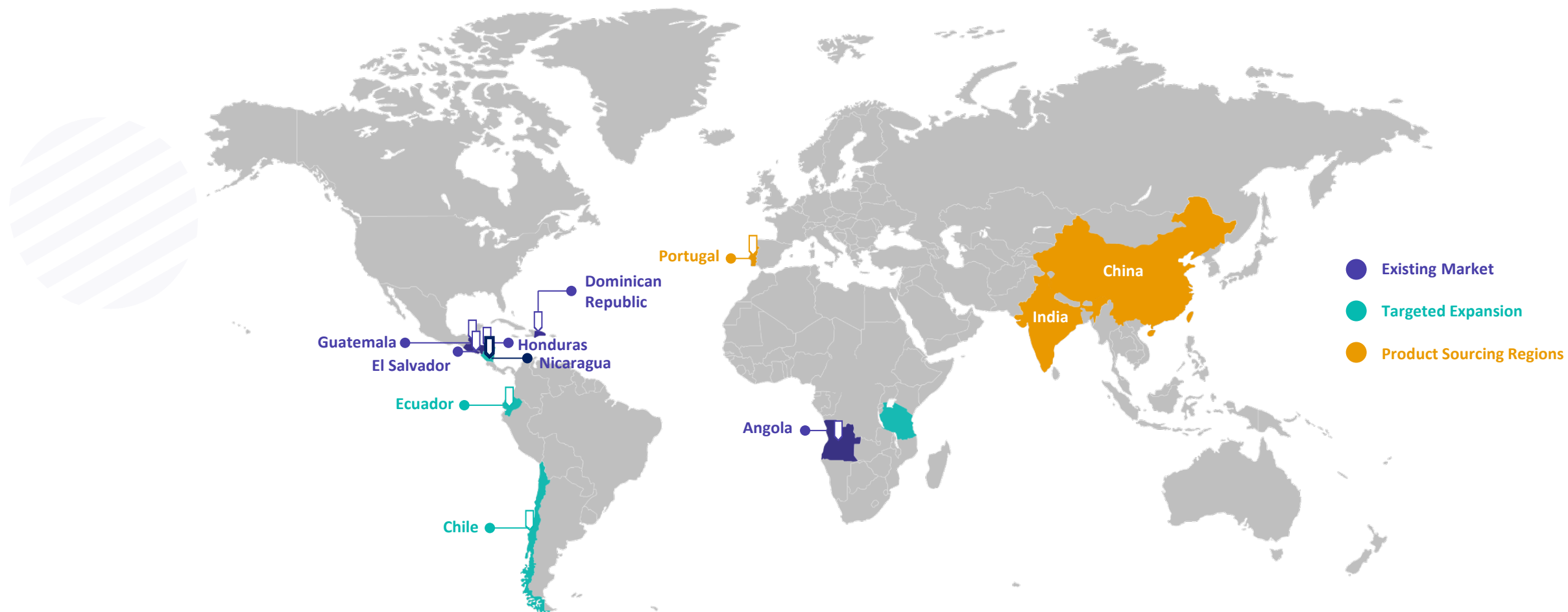
Glimpse of Company's first Formulation Facility:



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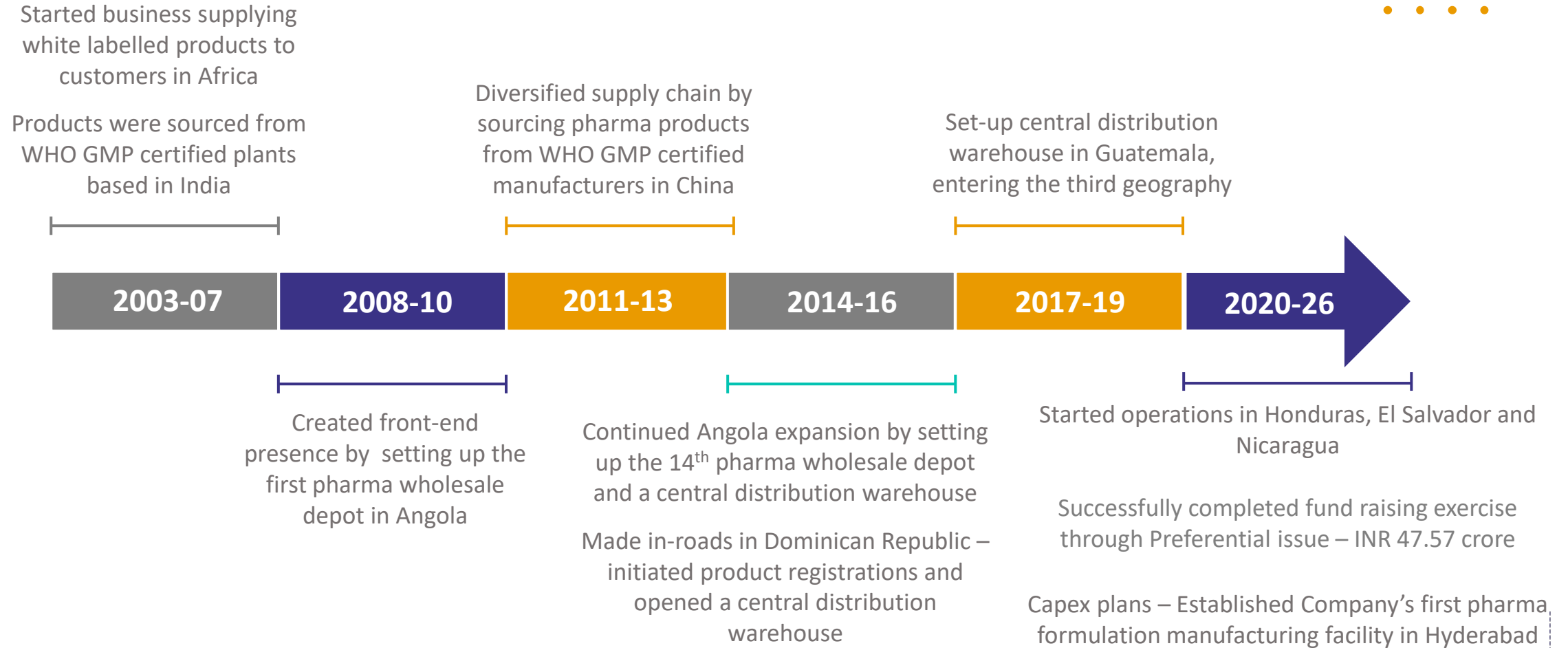


Global Footprint

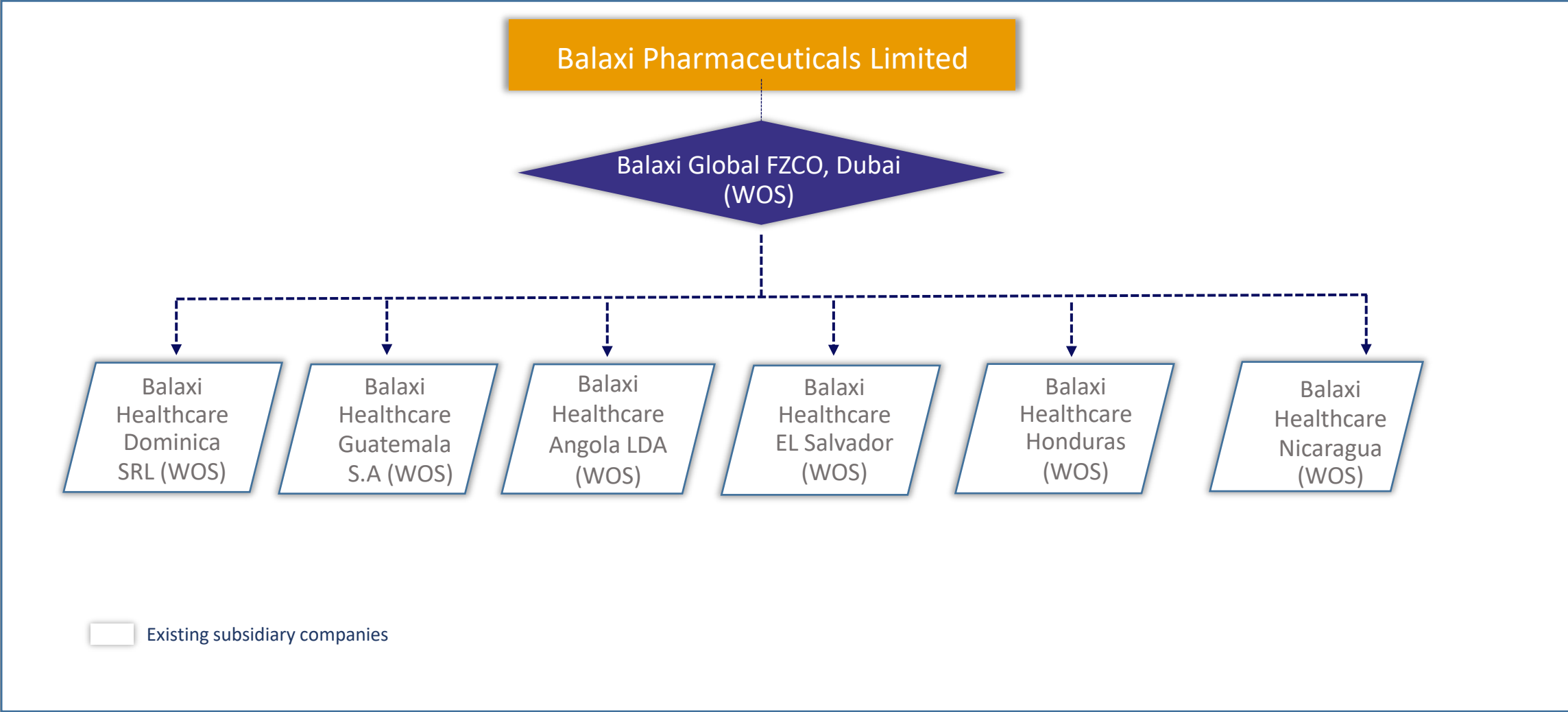


Existing/targeted markets have aggregate GDP of \$ 400 billion and pharma imports of \$ 6 billion

Key Milestones



Corporate Structure



Experienced Board of Directors



Ashish Maheshwari

Chairman & Managing Director
Founder of the company, first generation entrepreneur, qualified Chartered Accountant



Minoshi Maheshwari

Non-Executive Director
Co-founder, 20 years of rich experience with Balaxi



Kunal Bhakta

Independent Director
Chartered Accountant with 15 years' experience, manages First Water Capital, a SEBI registered listed markets AIF



Gandhi Gamji

Independent Director
MBA and Bachelors in Engineering, heads successful niche specialty paints and ink chemicals business in Africa/GCC



M.S. Rao

Independent Director
MBA from Asian Inst of Mgt, Manila; PGD from IIM-A, Cornell, Kansas State University Ex-CEO, Cereals System Initiative for S Asia promoted by Bill & Melinda Gates Foundation



Akshita Surana

Independent Director
Fellow practicing company secretary; Master's degree in law; A registered trademark agent; Founder of Akshita Surana & Associates; Corporate Laws and IPR laws advisory; Consulting & Litigation

Dynamic Leadership Team



Ashish Maheshwari

Chairman & Managing Director

Founder of the company, first generation entrepreneur, qualified Chartered Accountant
Commenced business by supplying white labelled pharmaceuticals formulations to various importers
Established Balaxi Group as a conglomerate spanning four continents
Recognizes and appreciates knowledge, discipline, transparency and accountability



Amol Mantri

CFO

Qualified Chartered Accountant and Certified Public Accountant from USA
Associated with Balaxi Group since 2012
Inherent talent in designing and implementing systemic processes, checks and balances in all operations of the company
Clear understanding of the company's businesses spread across four continents and seven countries



Pranav Maheshwari

Head – Latin America

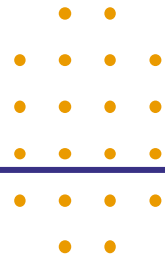
BBA and Economics Graduate from Emory University, Atlanta
Keen observer, quick learner, leads from the front
Oversees the company's vision for Latin America



Paridhi Maheshwari

Head – Alternate Channels

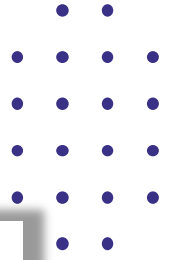
MBA Graduate from London Business School.
Stickler for well-defined systems and processes
Initiated and leads the consumer products business



FINANCIAL HIGHLIGHTS



Management's Comments – FY26 Performance



“FY26 was a transformational year for Balaxi Pharmaceuticals as we strengthened our foundation for long-term growth through strategic investments, portfolio expansion, backward integration, and deeper penetration into institutional and hospital markets across Africa and Latin America.

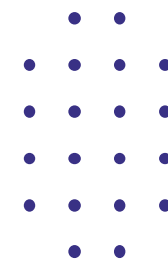
Our consolidated revenue stood at ₹270.17 crore compared to ₹292.56 crore in FY25. While revenue was impacted by an extended working capital cycle in the institutional business, particularly in Angola, the Company's strategic initiatives continued to gain traction. LATAM delivered strong growth with revenue increasing 11% YoY to ₹111.29 crore. Despite lower revenues, gross profit margins improved to 44.2%, reflecting an improved business mix, disciplined product selection, and the benefits of the Company's market diversification strategy.

During the year, we secured 49 new product registrations across Latin America, taking our total portfolio to 964 registered products. We also achieved a major milestone with the receipt of the Manufacturing Licence for our first pharmaceutical formulation facility at Jadcherla, Hyderabad, positioning the Company for commercialization. The facility is expected to open new revenue streams, strengthen supply chain reliability, improve operational efficiencies, and support margin expansion over the medium term through backward integration.

Looking ahead, we remain focused on scaling our institutional business, expanding our product portfolio, operationalising the formulation facility, and obtaining WHO-GMP certification. The Company has also initiated the process of discontinuing its ancillary Building Hardware business to sharpen its focus on pharmaceuticals, improve working capital efficiency, and support future growth.

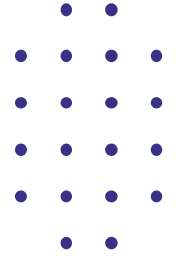
We thank our shareholders, employees, customers, partners, and other stakeholders for their continued trust and support. Balaxi remains committed to creating sustainable long-term value through a focused and growth-oriented pharmaceutical business.”

Financial Performance (Consolidated): FY26

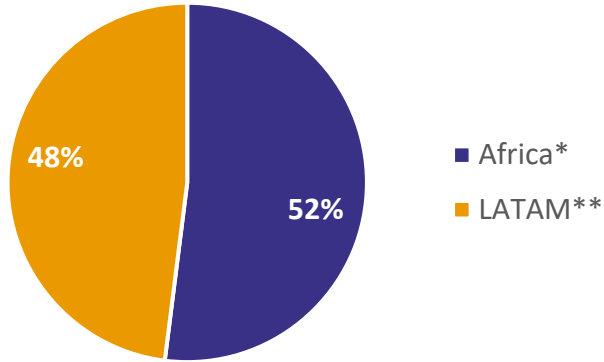


Particulars <i>(INR Crore)</i>	FY26	FY25	YoY
Revenue	270.17	292.56	(7.7%)
Gross Profit	119.30	126.86	(6.0%)
<i>Gross Margin %</i>	44.2%	43.4%	+80 bps
EBITDA	11.35	33.50	(66.1%)
<i>EBITDA Margin %</i>	4.2%	11.5%	(725bps)
Profit After Tax	1.42	25.07	(94.3%)
<i>PAT Margin %</i>	0.5%	8.6%	(805 bps)
Earnings Per Share (INR)	0.26	4.54	(94.3%)

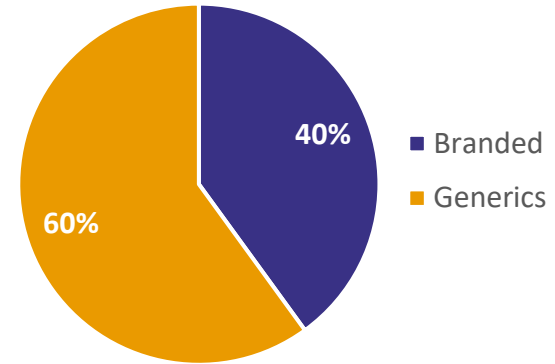
Pharma Product Mix – FY26



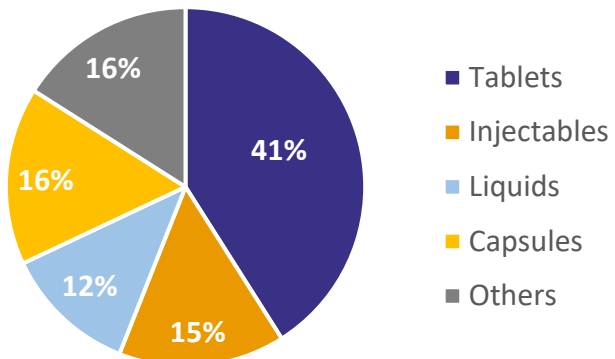
Geographies



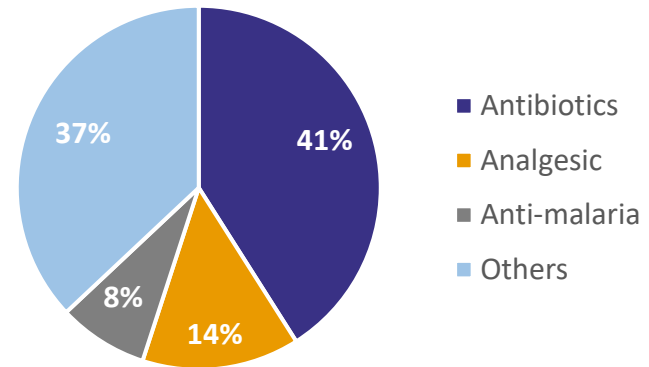
Products



Dosage Forms



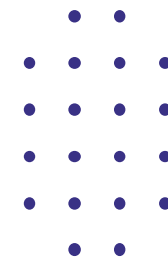
Therapeutic Areas



*Africa: Angola and Central African Republic

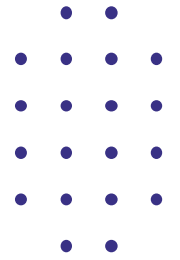
**LATAM – Guatemala, Dominican Republic, Honduras, El Salvador and Nicaragua

Quarterly Financial Performance - Consolidated

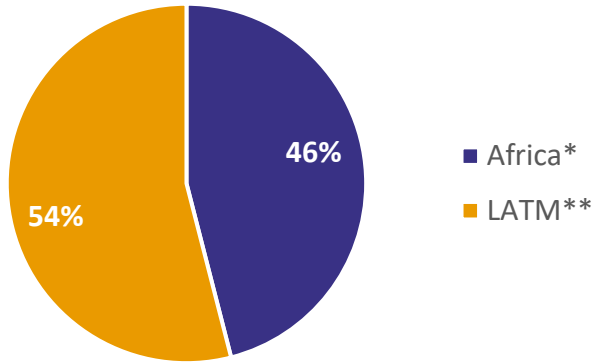


Particulars <i>(INR Crore)</i>	Q4 FY26	Q4 FY25	YoY
Revenue	70.71	76.27	(7.3%)
Gross Profit	30.16	36.71	(17.8%)
<i>Gross Margin %</i>	42.7%	48.1%	<i>(548 bps)</i>
EBITDA	3.04	10.86	(72%)
<i>EBITDA Margin</i>	4.3%	14.2%	<i>(994 bps)</i>
Profit After Tax	0.61	8.64	(92.9%)
<i>PAT Margin %</i>	0.9%	11.3%	<i>(1046 bps)</i>
Earning Per Share (in Rs.)	0.11	1.56	(92.9%)

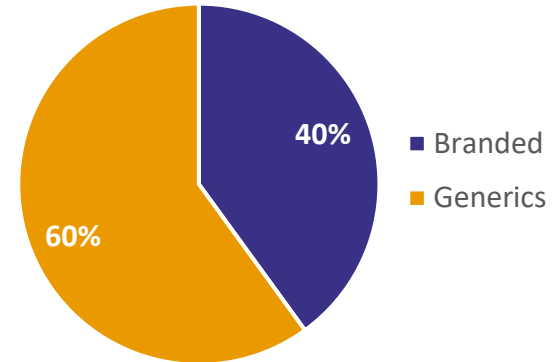
Pharma Product Mix – Q4 FY26



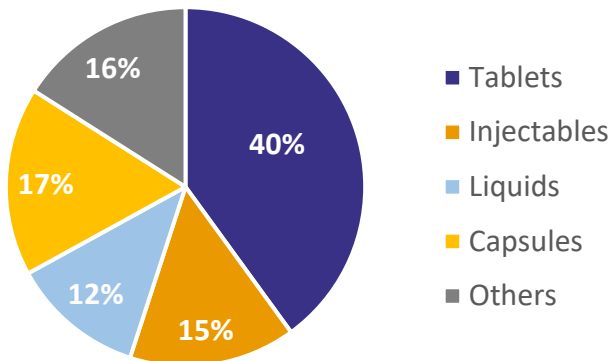
Geographies



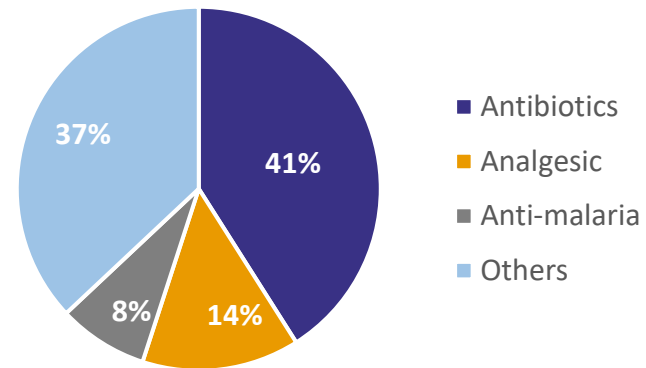
Products



Dosage Forms



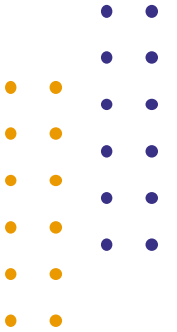
Therapeutic Areas



*Africa: Angola

**LATM – Guatemala, Dominican Republic, Honduras, El Salvador and Nicaragua

Core Strategy: Enter, Expand & Excel



Balaxi in 2020: Business Consolidation

- Presence across Angola, Guatemala and Dominican Republic
- Effective and efficient supply chain model consisting of 38 warehouses and a fleet of owned vehicles

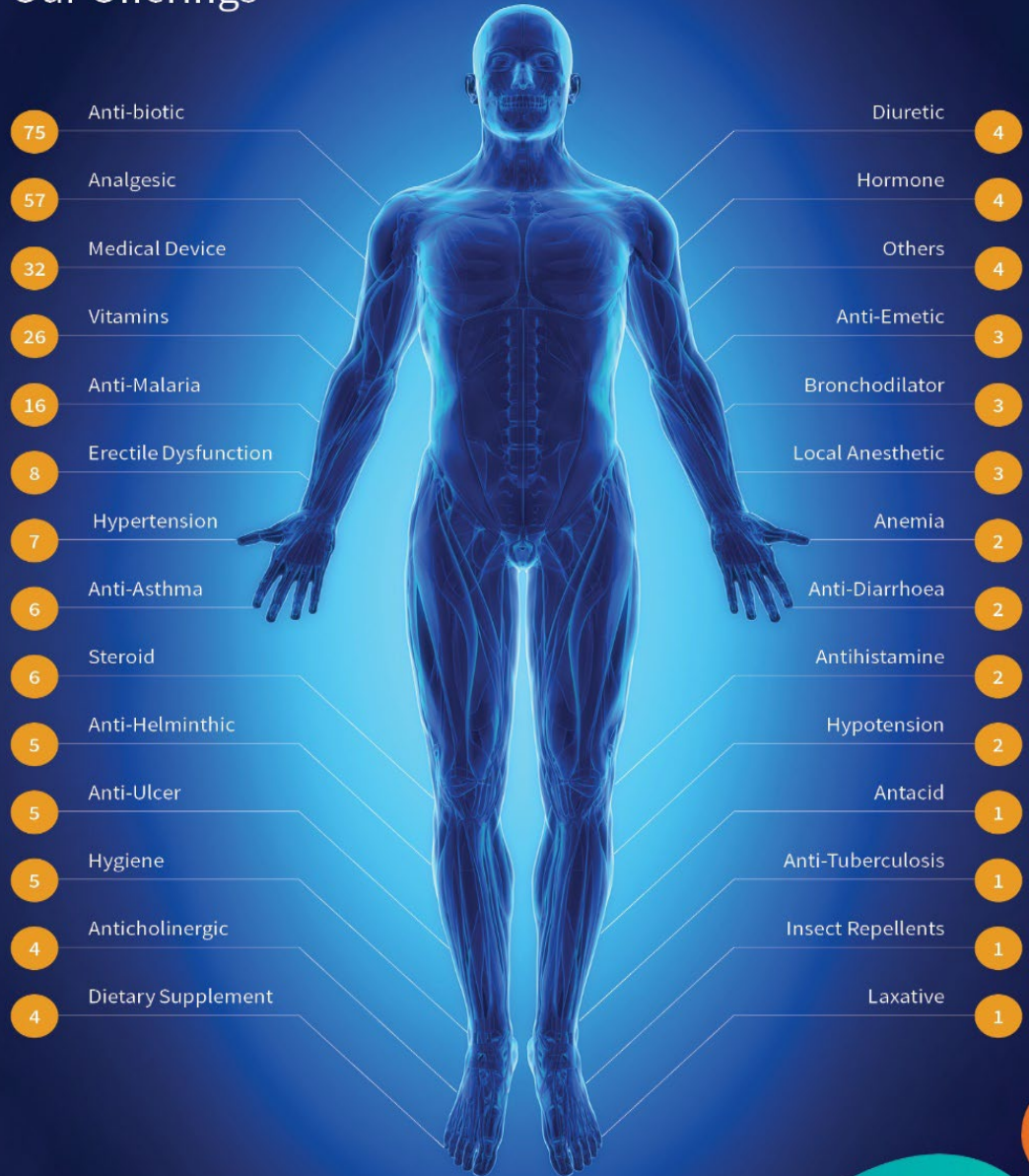
Balaxi in 2021-24: Expansion into New Geographies

- Aim to capture incremental market share in existing geographies by continuing to pursue various opportunities by leveraging physical assets
- Expanding presence in Honduras, El Salvador, Nicaragua, and Central African Republic
- Focus on offering a comprehensive product portfolio to fulfill consumer demand

Balaxi in 2025 & Beyond

- Foray into other Latin American countries, South-East-Asia and CIS markets, replicating the established and differentiated business model
- Backward integration of supply chain by setting up Company's first pharma formulation manufacturing facility
- Focus on ideal mix of branded and generic medicines, maximizing returns in key geographies
- Targeting strong global presence in potential frontier markets over the next five years
- Tapping into new channels for deeper penetration in existing markets

Our Offerings



Balaxi

Pharmaceuticals Limited



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CIN: L25191TG1942PLC121598

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Thank You